













## WAR IN THE BALKANS

## Database of hope helps the missing

## REFUGEES

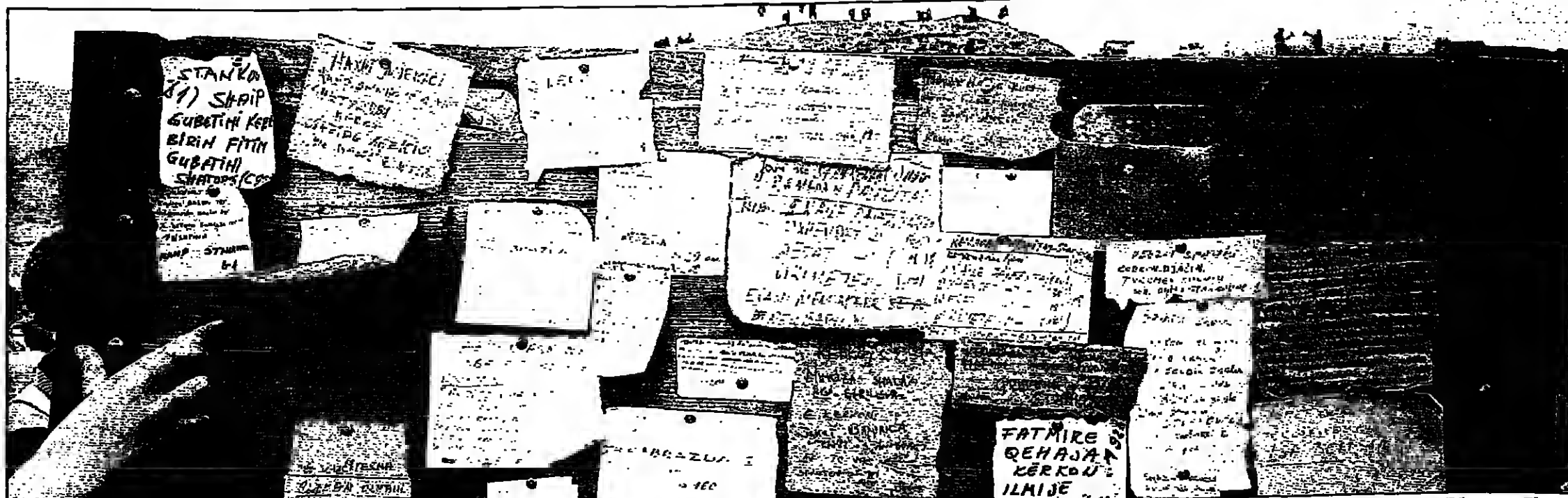
BY RICHARD LLOYD PARRY  
in Braza

OPPOSITE THE lunchtime food queue, behind the Israeli-run field hospital in the refugee camp at Braza, is a big green tent for what the aid workers in Macedonia call the "special cases". Inside the tent, the hustle and bustle of camp life recedes. There is no chatter, no noisy babies or teenagers. Instead, there are elderly people, refugees from Kosovo so feeble or sick that it is a wonder they made it through at all.

They lie here all day, barely moving, wrapped in shapeless clothes and shawls, talking in quiet voices. One old couple do not even have names. Mute or mentally disabled, they lie here all day, staring into space. Among them is a 65-year-old man named Muhamed Saliba. He is one of the most active. A fortnight ago, he had a lung operation; immediately afterwards, the Serbs deported him from Kosovo with 30 members of his extended family.

At the border, he was separated from them all, apart from his 99-year-old mother. She lies beside him. He lost his wife: his missing sons and daughters had young children. "We suffer more from thinking of our families than from our sickness," he says, clutching a battered X-ray print of his darkened lungs. This X-ray is what makes him a "special case".

But help, perhaps, is at hand. It is to be found on the other side of Braza, in a sec-



A noticeboard helping refugees find their missing families at Stakovic camp, in Skopje, Macedonia

Paul Lowe/Magnum Photos

tion of tents that is the camp's nerve centre. Here the British army, which built Braza, are handing over its running to civilian agencies. The job of registering the residents has been taken in hand by the UN High Commissioner for Refugees. Now the focus is shifting to a tent bearing the crest of the International Committee of the Red Cross (ICRC), and known as the Tracing Centre. If there is anything that can be done for Mr Saliba, it is here that it will be begun.

More than half a million Kosovo Albanians have been driven from their homes in the

past three weeks and for most, the physical dangers of hunger, exposure and violence are past. But the chaos of the refugee exodus has created a different kind of suffering far more difficult to alleviate – the anguish of separated families.

No one knows how many individuals have been affected, but the task is enormous. The ICRC operation is still in its early stages and for now it is documenting only separated children and parents, plus the elderly, the sick, pregnant women and others unable to look after themselves. The Red Cross volunteers at Braza,

many of them refugees, shake their heads when asked how many inquiries they receive – they amount to hundreds, every day.

The ICRC has been attempting to reunite people divided by conflict ever since its foundation in the 19th century and the basic task has changed little in the past 80 years. In a library in southern Germany are seven million cards bearing the names of prisoners of war and displaced civilians from the First World War; the Second World War generated 20 million more. In terms of sophistication, the

Red Cross techniques for bringing people together have been far outstripped by the development of the weaponry which drives them apart. But here that is changing – the refugee crisis in the Balkans is turning out to be the first humanitarian crisis in which high technology provides solutions as well as suffering.

In part, this is a result of its location – a developed European country with a literate, urban population. The symbol of this is the mobile phone, which is seen everywhere in the distressed areas – and not just in the hands of journalists.

"That's one of the unique things about this crisis," says the ICRC's tracing co-ordinator, Martin Merkelbach. "After a situation like Rwanda, it's extraordinary."

In its office in Skopje, Mr Merkelbach's division is road-testing its newest piece of technology – an internal satellite communications system installed two years ago. It employs the same network used by the International Association of Travel Agents; with it, messages can be sent from one Red Cross branch to another instantaneously to reconnect widely dispersed

refugees. Having been gathered with pen and ink, information about lost children and parents can be collated and cross-referenced on computer.

Computer technicians are being flown in from Geneva; there is talk of transferring the pathetic lists of lost children which flap from walls and noticeboards in the camps to an Internet site. Mr Merkelbach talks of the day when volunteers will go out into camps with modems through which refugees will communicate with relatives via e-mail.

But for now, the process is agonisingly slow. No more

than a few dozen people have been reunited by the ICRC. Of the 130,000 lost children registered in Rwanda, fewer than half have found their parents. Even the file cards from 1918 are still open; in fact they are in active use. "Every day there are requests relating to the Second World War," says Mr Merkelbach. "The First World War ones are not so common but we still get them."

It is a peculiar feeling, part inspiring and part chilling, to stand in the Braza camp and realise that 60 years from now the business of this place may still not be done.

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## FO stopped Sandline working for Kosovars

## MERCENARIES

BY PAUL LASHMAR

INDEPENDENCE LEADERS in Kosovo asked Sandline International, the British mercenary firm, to help in their armed struggle against Serbian rule, but the Foreign Office warned off Sandline because of the United Nations arms embargo on Belgrade.

Sandline has been involved in a number of controversial operations. They were at the centre of the "Arms to Sierra Leone" scandal which caused great embarrassment to the Foreign Office and the Foreign Secretary, Robin Cook.

Lieutenant Colonel Tim Spicer, head of Sandline, says representatives of the Kosovo government approached them late last year for help to protect themselves from ethnic cleansing. "We were co-opted by the representatives of the self-proclaimed government of

Kosovo – not the KLA – and asked whether we would be able to in any way assist them with advice or military training (for a fee)," he said in a BBC interview. Col Spicer said it was not a question of Sandline providing mercenaries but in giving advice and training. "I think we would have been more concerned with helping them protect themselves from ethnic cleansing," he added.

After the Kosovars approached Sandline, the Foreign Office hastily brought into force in February a statutory instrument banning British nationals and companies from providing military training in the region.

Col Spicer, who was Sir Michael Rose's spokesman in Bosnia in the early Nineties, has also predicted that Nato will not send in ground troops but

would "bomb periodically, but provide (or at least allow) training and arms for the KLA to let it defend Kosovo".

In a statement yesterday on the Sandline website, he says: "I had firsthand experience of negotiations with the likes of Karadzic and Mladic, who are essentially of the same mindset as Milosevic. They demonstrated a fanatical patriotic resolve, stubbornness, cunning and ruthlessness, together with a highly developed level of brinkmanship."

"What should happen is that, in spite of the Serbs ruthless streak, Nato should realise they are bullies – it is one thing to be defiant in the face of remote bombardment and defenceless civilians in Kosovo, but when confronted with effective ground troops their forces will be no match for Nato.

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...than a few dozen people...  
...the 150,000 lost children...  
...interred in Rwanda...  
...half have found their parents...  
...Even the file cards from the...  
...are still open...  
...in fact they are...  
...are requests relating to a...  
...Second World War...  
...Merkelbach...  
...The First War...  
...are not so common...  
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...It is a peculiar feeling...  
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...will not be done

# Albania helpless in face of aggressor

INVASION  
BY STEVE BOGGAN in Tirana

DURING HIS tyrannical reign over Albania, the Maoist dictator Enver Hoxha built almost one million concrete pillboxes to defend his country and unify its downtrodden people against invasions that he knew would never happen. Like Slobodan Milosevic, he realised that there was nothing to compare with the threat of war to marshal a country's people behind its leader.

The crumbling bunkers still litter the countryside, pointing comically in all directions like pale mushrooms, which are a constant reminder of the futility of Hoxha's rule. Finally, yesterday, someone did invade. Serbian infantry took the border post at Kamenica and torched two towns. And the pillboxes, used for decades as toilets and mangers, proved to be just as useless as Hoxha had always known they would be.

Such helplessness in the face of aggression is one of the reasons the Albanian government last week invited Nato to take over its sea and air ports. Even before the civil unrest of 1997 which brought down the government of Dr Sali Berisha, Albania's military was somewhat toothless. After, when military arsenals had been littered by angry civilians (and sold on to the Kosovo Liberation Army), it was positively moribund.

According to the latest publicly available figures, Albania's rag-tag army boasts 859 battle tanks, 103 armoured personnel carriers and 823 artillery pieces. The Navy has one submarine and 31 patrol boats, and the Air Force has 98 combat aircraft. What the figures do not say, however, is that

much of the hardware dates from the 1960s, is Chinese-built and would not look out of place in a military museum.

So when news of the incursion reached the people of Tirana, where in the past there would have been fear, there was only anger and indignation. After all, Albania is now becoming Nato's launch pad for any ground action against the Serbs in Kosovo.

"The Serbs are cowards - they would never dare attack us now we are with Nato," said Tatjana Muka, 35, a shoe shop assistant. "I hate the Serbs and in the past, I would have been scared they would have invaded all the way. But not now."

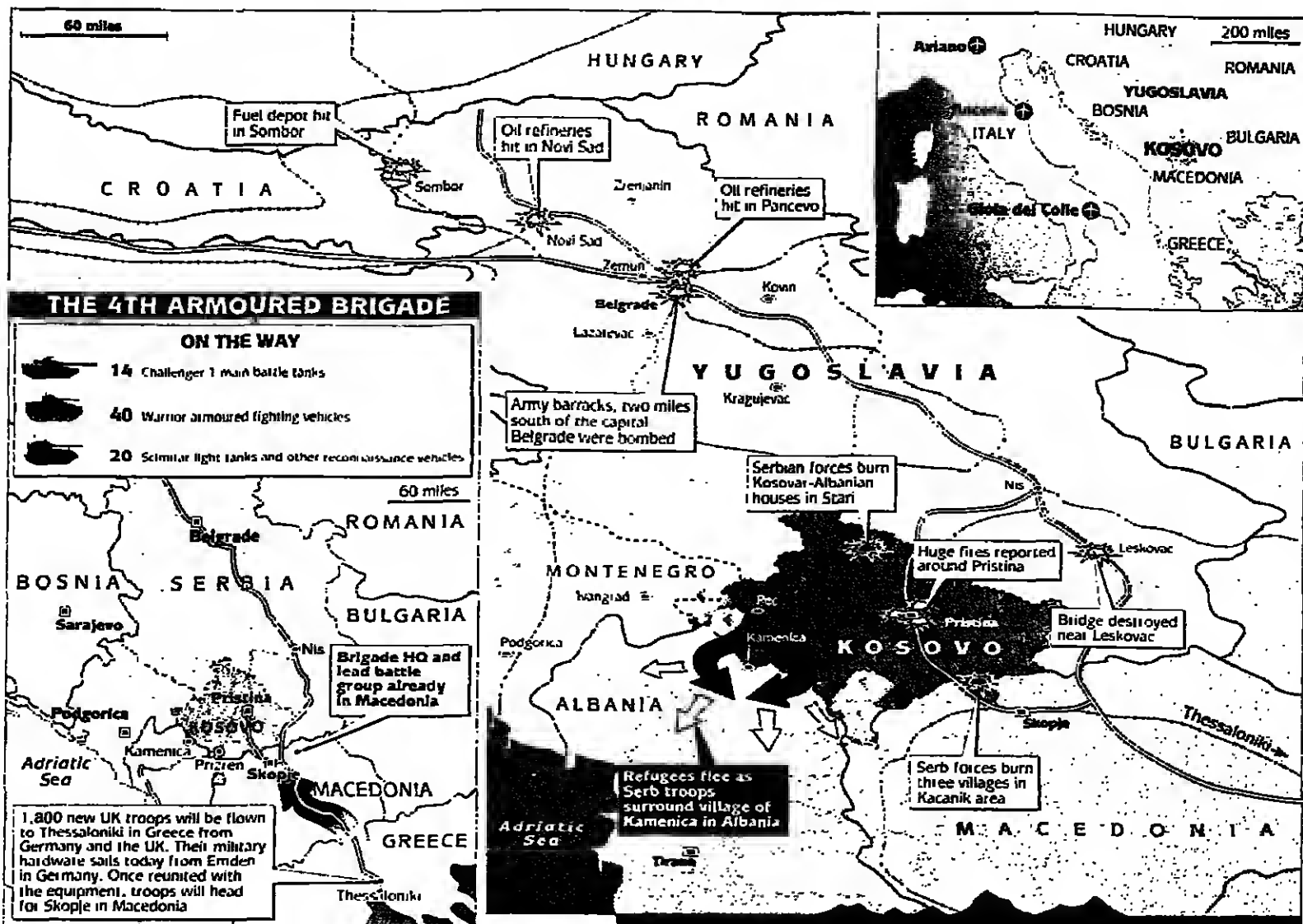
Yesterday, evidence of Albania's status at Nato's new forward base was beginning to emerge at Durres, the country's main seaport, and at Tirana airport, where a military build-up is gathering pace in tandem with the aid effort.

Until recently, Autum Daniels from Seattle had no idea where Albania was, much less Kosovo. But here she was, standing in the airport mud, a tiny figure carrying an M60 sub-machine-gun almost as big as she was. "I'm here for the people," she said. "I don't like it. Of course, we've all talked about more serious conflicts, but that's not why we're here right now."

All around Autum Daniels, other American, French, Greek, Turkish and Dutch soldiers were busy doing their bit to feed 600,000 in camps all over the region. But with the presence of "Operation Hawk" personnel preparing the way for the arrival of Apache attack helicopters from America, one could not help feeling that a beach-head was being created for the arrival of less humanitarian equipment. Last Friday, Durres, west of Tirana, was a sleepy harbour for ferries to and from Italy. Yesterday, huge French troop carriers were there, disgorging hundreds of soldiers. Medecins Sans Frontieres, the medical charity, has been complaining for some time that the use of Nato troops at refugee camps, while Nato is bombing Yugoslavia, is compromising the camps' status as neutral places of safety.

At Tirana airport, the lines appeared more blurred than ever. Operating around the clock, its single airstrip had been taking up to 60 transporter planes a day. American C-17 Globemasters and C-130 Hercules from Ramstein in Germany accounted for two-thirds of the flights, the rest being operated from other Nato countries.

Once on the ground, the aid is distributed by a fleet of 30 helicopters, including US Navy Sea Stallions and Dutch and Greek H-46 twin-rotor aircraft.



THE 4TH ARMOURD BRIGADE  
ON THE WAY  
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20 Scimitar light tanks and other reconnaissance vehicles

1,800 new UK troops will be flown to Thessaloniki in Greece from Germany and the UK. Their military hardware sails today from Emden in Germany. Once reunited with the equipment, troops will head for Skopje in Macedonia.

The effort and organisation involved is staggering. Many countries are participating, but this is mainly America's show. And other military equipment is arriving too. Almost 500 US military personnel are already on the base, building Mash-style tents, radar and communication systems. They have taken over air traffic control and logistics on the ground. US service personnel have worked unstintingly in cold wet conditions, and they are rightly proud of their achievements. But the structures being set in place smack



An Albanian by one of the Hoxha pillboxes that proved no use yesterday Petr Josef

of permanence rather than a swift swoop into an improving situation. Nevertheless, they are delighting the Albanians, who believe their reward will be new roads, airports, communication systems, defence improvements and regional stature. "We have blown it twice

before, allying ourselves with Russia and then with China," said Major Vladimir Avdia, an Albanian MiG-19 fighter pilot. "But now it's Nato. We are sharing our facilities now and later we will be given help to improve our infrastructure. It is wonderful for morale."

As news spread of yesterday's incursions into Albanian, the Albanians were more sure than ever that their new partnership was a positive step forward. For Nato's part, it knows that if there were to be a ground war, here would be a good place to land troops.

"We already have an advanced team conducting surveys for the arrival of the Apache helicopters," said Master Sergeant Michael Land, one of the USAF's spokesmen. "Certainly in the event of an escalation in activity, this airfield would become a very important centre militarily."

It remains to be seen just how big the tiny muddy airfield outside Tirana will grow over the next few months. In a few years, perhaps, it may even have its own bowling alley and a bar serving Budweiser and Michelob.

## TIMETABLE: DAYS 20, 21

**Monday 12 April**  
8pm: Air raid sirens sound in Belgrade, Nis, Kragujevac and Podgorica.  
9pm: Yugoslav news agency Tanjug says third civilian has died in hospital after a Nato missile hit a car on the road between Pristina and Kosovo Polje earlier in the afternoon.

**Tuesday 13 April**  
1.15-1.30am: Four big explosions heard in Pristina.  
2.30am: Three huge explosions shake eastern Belgrade close to city centre. Tanjug says the military barracks Vasa Carapic in Belgrade's Banjica district were hit.  
6.35am: Air raid alert in Belgrade ends.  
8.45am: Nato planes hit a Yugoslav army barracks and fuel tanker trucks in Pristina.  
9am: Madeleine Albright meets Russian Foreign Minister, Igor Ivanov, to encourage Russia back into the search for peace in Kosovo.

**Midday:** Italian news agency reports Serbian forces have crossed the Yugoslav-Albanian border and occupied the northern Albanian village of Padeshe.  
1pm: Australian Foreign Minister, Alexander Downer, says he has been informed by Yugoslav Foreign Ministry that Australian aid workers will be charged with spying.  
3.30pm: Serb forces withdraw from Albanian territory after surrounding the northern village of Kamenica and exchanging fire with Albanian border guards for several hours.  
3.30pm: Yugoslav Foreign Ministry denies allegations that Serb forces entered Albania.  
3.40pm: Blair says Britain will send extra 1,800 troops to help the humanitarian effort.  
5pm: Nato says that Slobodan Milosevic now has 23 battalion-size units in Kosovo.

# Serb incursion is a sharp taste of how war could engulf region

## Extra troops could spearhead invasion

THE YUGOSLAV army's incursion into Albania yesterday offers an alarming, albeit brief, taste of how the Kosovo war could quickly engulf neighbouring countries - and bring Serb ground forces into the direct proximity of an ever-increasing number of Nato troops. But it was neither surprising nor given the way this war is developing, especially outrageous.

The deeper fear, that the raid could presage a wider Serb invasion of Albania, for the moment seems unfounded. After three weeks of aerial pounding, the Serb army almost certainly has neither the fuel nor the supplies for such an exercise. To invade, moreover, would bring its tanks and artillery out into the open, exposing it at last to attack by frustrated Nato pilots. But episodes like that of yesterday are almost certain to recur.

Ever since its armed insurgency first became a factor in the crisis some 14 months ago,

## ANALYSIS BY RUPERT CORNWELL

tribal factors mean the government's writ barely runs to the north of the country; and even if it did, the army's strength is reckoned to be 10,000 at best, compared with the estimated 40,000-strong Yugoslav army and Serb security forces in and around Kosovo. If Tirana wants military protection, it will have to look to Nato for it - indeed that is precisely what is happening.

After last weekend's announcement that Albania's entire military infrastructure, such as it is, is being placed under the control of the alliance, the country is in reality little more than a Nato protectorate. The official, and for the time being genuine, reason is only a Western takeover on this scale can tackle the humanitarian crisis posed by the 300,000 or more Kosovo refugees on its territory. But the

upshot is that Albania is in a state of undeclared war with Belgrade. What is more, President Milosevic knows that any Nato ground invasion of Kosovo would now come from Albania rather than Macedonia. For that reason, analysts reckon, he may be seeking to push the KLA units back from the border while he builds up ground defences against a Nato attack.

But the Serb incursion poses a subtler threat. Throughout the Kosovo crisis, for all the ties of blood and culture, Albanians have tried to avoid stoking the fires of a "greater Albania", embracing all or most of Kosovo where Albanians until lately constituted 90 per cent of the population, and a slice of Western Macedonia, where ethnic Albanians are strongly represented. The very notion alarms all Slav populations of the region. More fighting could light the fuse of a wider, generalised conflict between Slavs and Albanians in the central Balkans.

## MILITARY PRESENCE BY JOHN DAVISON

THE EXTRA 1,800 British troops being sent to Macedonia will double the number of frontline soldiers on the ground and bring the Army's presence there to full armoured brigade strength. This is a potent, self-supporting formation that could provide the perfect spearhead to an invasion of Kosovo. But it may not be fully in place for a month and would require huge back-up from other nation's forces before becoming a credible threat.

The deployment features a squadron of 14 Challenger 1 main battle tanks from the King's Royal Hussars, two companies of armoured infantry with 40 Warrior fighting vehicles from the Irish Guards and the Green Howards, six AS-90 155mm self propelled guns from 4 Regiment Royal Artillery, with combat Royal Engineers and other support

units. These represent a second battle group from 4 Armoured Brigade (the "Black Rats") based in Osnabruck, Germany. They will join the brigade's tactical headquarters, which is already in Macedonia, and its lead battle group, which is currently deployed on the frontier with Kosovo.

Support engineers and an Irish Guards reconnaissance group will leave by ship today from Emden in northern Germany, while the heavy armour will embark on Friday. The troops will be dispatched to join their equipment when it arrives at Thessaloniki in Greece about 10 days later.

Units deploying from Britain include 20 light reconnaissance vehicles from the Household Cavalry Regiment, based at Windsor and 10 DROPS logistic support vehicles from Catterick in North Yorkshire. In all, the new troops will bring the total deployment in Macedonia and Greece to 6,300.

Once fully assembled, the brigade will be able to train effectively together for the first time since it was placed on alert in February. The lead battle group has been in Macedonia since the end of the first set of Rambouillet peace talks, and the second battle group has been on 72 hours' notice to move ever since.

Defence sources say it will be 20 to 30 days before the new troops and their equipment are fully operational. Given that this is supposed to be the backbone of a peace-keeping or protection force, the time scale gives a strong indication of how long both the Government and Nato commanders think that the air campaign will have to continue before any deal can be done.

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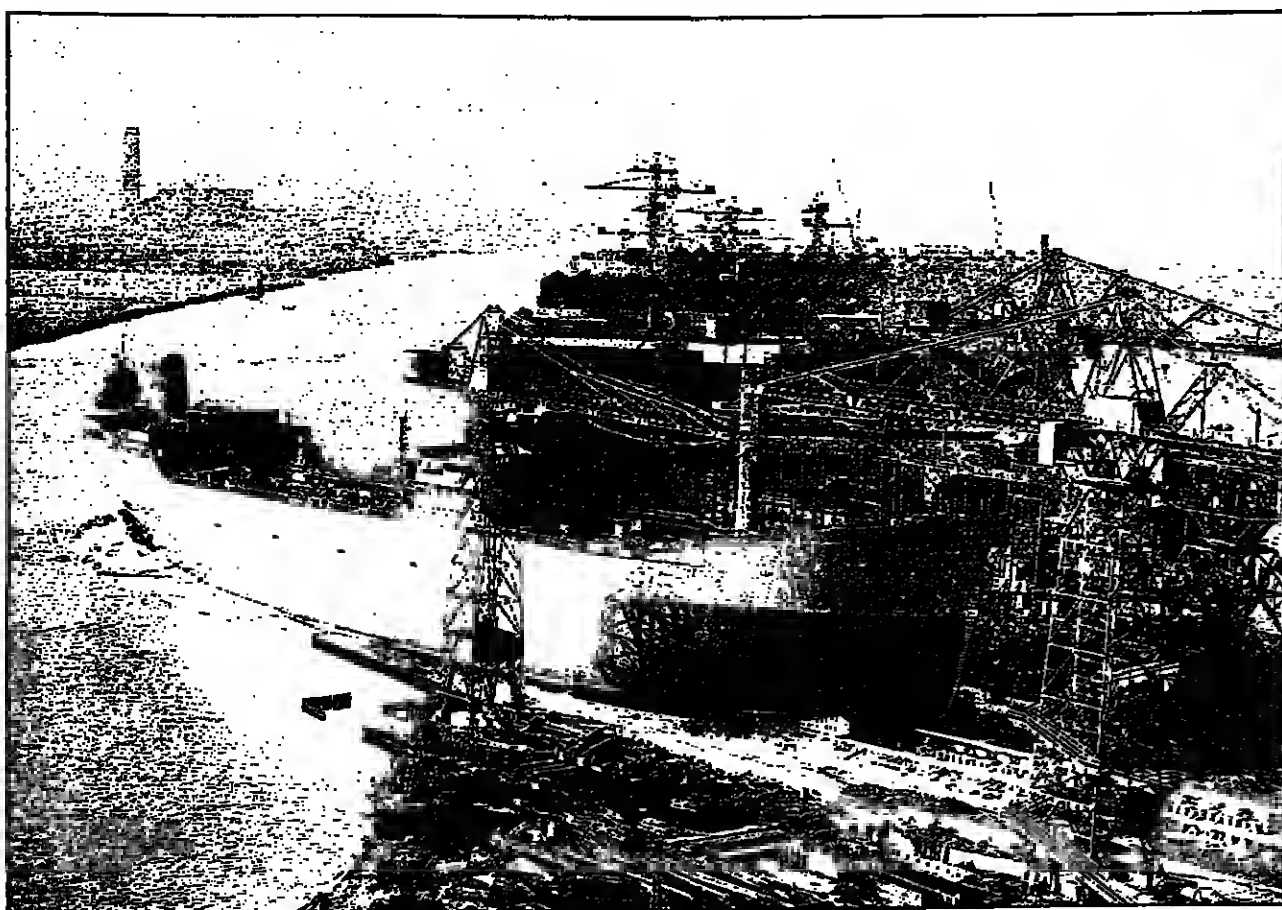
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**Forty years on:** The once-thriving heartland of British shipbuilding has sunk into a windswept symbol of a lost age



A tanker is launched from the Scotstoun Yard on the Clyde in 1960. Today the yard is empty. 'You don't build an economy stacking shelves at Tesco,' said John Brown, a Clyde welder for 17 years who is now facing redundancy

## Last of the great shipyards may die

WORKERS AT Britain's biggest merchant shipbuilding yard put their fate in the hands of politicians yesterday after the Norwegian firm Kvaerner announced it was abandoning the Upper Clyde. Altogether some 5,000 jobs are at risk across Britain with the con-

BY STEPHEN GOODWIN  
Scotland Correspondent

glomerate's decision to sell off its loss-making shipbuilding and engineering operations. A chapter of history is slutttering to a close on the Clyde. When the *Crystal Ocean*, an

oil support vessel, goes down Kvaerner's Govan slipway on Friday, the 1,200 workforce will survey a sorry place.

Ninety-day redundancy notices have been issued. An icebreaker has still to be finished and the company has some steel fabricating work,

but it will not last beyond the summer. But the alternative of supermarket jobs or working in call centres is viewed with disdain by the Clydesiders. "Shipbuilding is part of me," said John Brown, a welder for 17 years who followed his father into the yard. "This is a

hard and dangerous physical job and we don't live very long. But you don't build an economy stacking shelves at Tesco or answering the phone."

Talk of outright closure of such a symbolic yard in the middle of the Scottish election campaign will be embarrassing

for Labour. Govan, the constituency where the shipyard lies, is the most volatile of the Glasgow electoral areas and a prime target for the Scottish National Party. Govan's Labour MP, Mohammed Sarwar, was an early caller at the yard yesterday.

The workers have vowed to keep the yard open, putting their trust in a taskforce set up by Lord Macdonald of Tradeston, the Scottish Industry minister, who started out as a 14-year-old apprentice in a neighbouring yard. The taskforce is headed by Sir Gavin Laird, the former leader of the shipbuilding and engineering workers whose cousin works at the yard. "He says he's going to knock the shit out me if I don't get a decent solution," Sir Gavin confided.

Some £90m in taxpayer subsidy has gone into the yard since Kvaerner took it over in 1989. European yards struggle against over-capacity in the industry and competition from the Far East.

Lord Macdonald said the taskforce would explore every option to find a buyer. The yard's future is heavily dependent on a bid to build six fer-

ries for the Ministry of Defence. If the consortium of which Kvaerner is a part wins the £240m contract, the yard becomes a much more attractive buy. However, Lord Macdonald refused to make any commitment on awarding the work to Govan. It is the only UK yard in the running but the Government is hamstrung by European competition rules.

The SNP called for an immediate placing of the MoD order to make the yard more attractive to buyers. Nicola Sturgeon, the party's candidate for Govan in the 6 May elections, said: "This is a spoke in the wheel of Labour's faltering good news machine."

Jamie Webster, the union convenor, said there was "no despondency whatsoever". So long as fabrication work can be found to tide the yard through to September, the workforce was hopeful of winning the ferries order. "We have had 90-day notices before this and come through," he said.

Kvaerner's other operation on the Clyde, the former John Brown yard, where the liners *Queen Mary*, *Queen Elizabeth* and *Queen Elizabeth II* were built, is much more likely to

attract a buyer. With a workforce of some 700, it has long since switched to making turbines and has a healthy order book. Also for sale are the company's bridge building operation in Darlington, employing 600 people, and its Davy Ross operations in Gateshead and Sheffield, together employing 300 people. Under "review" are oil and gas operations in Aberdeen and London, with a total of 1,600 employees, and fabrication yards in Fife and Teesside which employ around 300 and 900 workers respectively.

In Govan's giant hangers and around the *Crystal Ocean* Alexander Nicol, a plater-fabricator, said the present crisis was the worst he had seen in 23 years at the yard. "The only market outside here is for short-term contract work, travelling around the country or abroad," he said.

Mr Brown, who acts as the welders' shop steward, is determined it will not end that way. "We have to use the election to our advantage and put pressure on politicians," he said. "At the end of the day, they will decide whether we survive or not."

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## Town with a heritage trail but no future

IF YOU had followed the tourist board's heritage trail in Govan yesterday, you would have witnessed the end of an era. At site number 13 on the tour stood idle cranes as workers at the UK's biggest merchant shipyard contemplated its likely closure.

Where once a visitor would have been greeted by the deafening noise of riveters and blacksmiths, people were talking yesterday of never again hearing "the hammer's ding dong".

This is where for more than a century, at the sight of a red flag above the yard, schools on this western edge of Glasgow have emptied to see the launch of another great vessel on the Clyde. The children will be there again on Friday to watch the *Crystal Ocean* go down a slipway, but that could be the last big party.

Building ships has long been an inspiration for Govan people. At the turn of the century they could claim that the majority of ships on the high seas were Clyde built. More than 100,000 people were employed in 50 yards. Now there are a handful and if the Kvaerner shipyard goes, taking 1,200 jobs, the industry is dead.

It has been dying for a long time. The docks are derelict in places, filled with debris. Walk down the Govan Road from the yard and you pass TC Mini Market, Bargain Cabin and The Lyceum Café, all boarded up. Even the cheque-cashing shops are closing for lack of custom. A man from the Cheap and Cheerful Charity Shop joked yesterday about the most recent business failure. "It's a bad day in Govan," he said, "when an off licence sbuts."

It was all very different before years of shipyard redundancies and natural wastage crippled the local economy. "Govan used to be great," recalled Marion Begley, 53, many of whose family have worked in the yard. "Everyone came to

BY JACK O'SULLIVAN

Govan to do their shopping. All the shops were here. There were three or four picture halls. Now there are none."

Govan itself remains in its faded grandeur a tribute to local ambition, with large stone-built civil buildings. The memory of John Elder, who developed the shipyard in 1864 out of Fairfield Farm, survives in the once elegant Elder Park and Elder public library. Peo-



Jimmy Reid: Led the shipyard sit-ins

ple miss the beautiful Victorian cottages that were demolished to make way for the subway from Glasgow. At Govan's heart still stands the Pearce Institute, built in 1902 from shipbuilding profits, and with its vast vaulted concert hall, a match in its day for the new futuristic Scottish Exhibition and Conference Centre standing just across the Clyde.

A large notice outside the institute, now essentially a community centre, still expresses the outward-looking spirit of itself as "for the strangers of the world".

Govan's fate is not only central to the history of shipbuilding, it also marks a political turnaround. It was the Clydeside shipyards, led by the overt Communists Jimmy Reid and

Jimmy Airlie, which found the weaknesses in Edward Heath's brand of Conservatism. When Heath refused to bail out the loss-making yard in 1972, they staged a sit-in. "Everyone around here gave a pound or two to keep us going," recalled David Hunter, 64, a retired labourer at the yard, yesterday. "We even got money from Russia. There was no overtime, but we were making better basic wages than before."

Eventually, the Government agreed a rescue package. It is said that victory inspired the miners to take on the Government in 1973 and led to the Thatcherite takeover of the Tory party. Yet throughout nearly two decades of closures of steel mills at Ravenscraig and of a dozen Scottish pits, the shipyard at Govan stayed open. Even Michael Forsyth, the arch-Thatcherite, battled on behalf of Govan to secure defence contracts.

The great irony is that the yard survived Thatcherism but may be closed by the powerlessness of Lord Macdonald of Tradeston, the Scottish Industry minister, himself a marine fitter on Clydeside in the 1950s and took part in the early sit-ins.

It is tempting to think that this closure was always inevitable. You might think that younger people must have reconciled themselves to the fact that they would not follow their fathers and grandfathers into shipbuilding.

Yet chatting to young people around Govan yesterday, it was clear that many had still expected to work in the yard.

William Magee, 14, lives near the shipyard. In his Nike sweat-shirt and trainers, he said: "My grandad worked there for 18 years. Everyone wanted to work there. If it stays open, I'm definitely going for an apprenticeship when I am 16." For him, the history of shipbuilding on Clydeside may be about to end too soon.



7A R 10



# Bill Bloke: just hanging out with the kids

WILLIAM HAGUE scored middling marks in economics and a commendation for his grasp of the Kosovo crisis yesterday, but the boys at Tunbridge Wells Grammar School awarded the visiting Tory leader nil points for personality.

The visit was Mr Hague's much-trumpeted debut outing as a "regular guy" who likes "hanging out" with young people. Instead of attending the launch in London of the Tory party's campaign for next month's local elections, he spent the morning shooting the breeze with some 18-year-old lads. As relaxations go, it was a "softly, softly" affair. The Tory leader tip-toed gently into the school to avoid disturbing mock A-level examinations.

BY CLARE GARNER AND ANDREW GRICE

Pupils he met seemed underwhelmed. "He was trying too hard to relate to us and seemed a bit fake," said Chris Terry, 18. "He kept saying, 'Good luck with your A-levels, this is the hardest time in your life.'"

The sixth-formers were not, however, in need of any reassurance. Chris, who is studying maths, economics and chemistry, was not afraid to take issue with Mr Hague. "He said there might be a lack of innovation in this country, but I suggested that there was a lack of investment which meant that people with good ideas went elsewhere," Chris said.

Mr Hague, he concluded,

had avoided the difficult questions. "It just seemed that when he felt the question was going to be extended deeper, he changed to a different question... He didn't have anything special to make people listen to him." But he conceded that the Tory leader had been "good on the simpler questions".

Twenty-five prefects were invited to the half-hour audience with Mr Hague in the school library. They were given *carte blanche* to ask questions on any subject.

Wayne Sykens, 18, said that Mr Hague seemed "quite a nice bloke, really" but lacked charisma - reinforcing the findings of the Tories' opinion polls. "He doesn't captivate the room," he said. Richard Lyne,



Mr Hague meeting sixth-formers at Tunbridge Wells. One said: 'He was trying too hard to relate to us'

the head boy, asked to nervous laughter from his schoolmates: "Do you believe that the Conservative Party was responsible for destroying primary and secondary industry?" Later, Richard gave Mr Hague the benefit of the doubt. "He is a very intelligent politician. He

believes in what he says." Yesterday's visit marked the beginning of a campaign designed to bring out the "real" William Hague from behind the fuddy-duddy image. However, the man unmasked turned out to be rather shy. Conservative Central Office barred the



Peter J Jordan

press from his visit, refusing to reveal the name of the school. Mr Hague's absence from the Tories' London press conference dominated that event. Michael Ancram, the party chairman, who said Mr Hague was "leading from the front", was promptly asked why party

officials would not say precisely where he was leading from. Despite promises by Tory spin-doctors that Mr Hague would throw off his "man-in-a-suit" image for shirtsleeves, the school visit was deemed unsuitable for such informality.

Mr Hague played it safe, sporting a blue suit and polka-dot tie - "the sort of clothes you would expect a Conservative leader to wear", as the headmaster, Derek Barnard put it. Anything else would have been fatal. "If he had turned up in a T-shirt and baseball cap, we would have had a good snigger," Chris said.

The visit did generate some

genuine excitement yesterday - over Mr Hague's chief of staff, Sebastian Coe. Unfortunately, the former Olympic gold medalist stayed in the shadows and did not answer questions.

"The boys would have loved to have met Sebastian Coe," Mr Barnard said. "I managed to get a few autographs but not as many as they would have liked." Faddy Ashdown launched the Liberal Democrats' local election campaign by calling on the Tories to apologise for their "victimisation of local government" and telling Labour: "Doing a little bit better than the Tories on public services simply isn't good enough."

## IN BRIEF

### MP's trial jury 'wrongly directed'

THE JURY that found the Labour MP Fiona Jones guilty of fraud was wrongly directed on what constituted an election expense, the Court of Appeal was told yesterday. Jones, 42, was convicted last month of making a false declaration of election costs. The appeal continues today.

### Hospital blamed over boy's death

A FATHER told an inquest how his son died from a brain injury after being sent home from hospital. Usman Ali, five, was taken to Sheffield Children's Hospital on November 19 last year. Shokat Ali said his son "couldn't stand up, so I asked why he was being sent home but was told the X-ray was fine". The inquest continues today.

### Search for riverbank gardener

POLICE MADE a large-scale search yesterday for a man whose burnt ride-on lawnmower was found near a riverbank. John Lewis' charred clothing was found on Monday at the River Severn near Gloucester. Police said he may have run to the river after his clothes caught fire while gardening. It is feared the 64-year-old drowned.

### 'Time machine' tablets in the UK

AN ANTI-AGEING treatment dubbed "time machine tablets" is to be launched in London after proving popular on the Continent. Oligomeric Proanthocyanidolic (OPC) capsules contain a cocktail of chemicals, which the manufacturers say blitz the body with antioxidants to fight skin damage. A month's supply is sold for £25.

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# Sinn Fein rejects April 1 accord

PRELIMINARY skirmishing in the resumed Northern Ireland political talks yesterday saw Sinn Fein at odds with Mr Mowlem at the outset of what is shaping up as a lengthy and gruelling negotiation.

The Secretary of State for Northern Ireland presented the Hillsborough Castle draft declaration of 1 April as "the best guess" of Tony Blair and the Irish Prime Minister, Bertie Ahern, on how agreement could be reached on the arms decommissioning issue. But the Sinn Fein chairman, Mitchell McLaughlin, said his party was formally rejecting the draft declaration, which calls for some arms to be put "beyond use" as part of the procedure of setting up a new Northern Ireland government.

The Sinn Fein approach yesterday was to hark back to last year's Good Friday Agreement, which makes no such unambiguous statement about decommissioning. The Ulster Unionist position is that the draft declaration represents a significant improvement on the agreement.

Sinn Fein's president, Gerry Adams, declared: "What the declaration does is make the transfer of power to the institutions conditional upon the delivery of IRA weapons. Sinn Fein has been consistent privately and publicly in saying we cannot deliver on that precondition."

The Irish government signalled that it favoured negotiations continuing on the basis of the declaration. Liz O'Donnell, a junior foreign minister, said: "It was the two governments' best effort to point a way to where we might find an accommodation in terms of timing and sequencing for some act of disarmament, which would meet both sides' requirements - without humiliations."

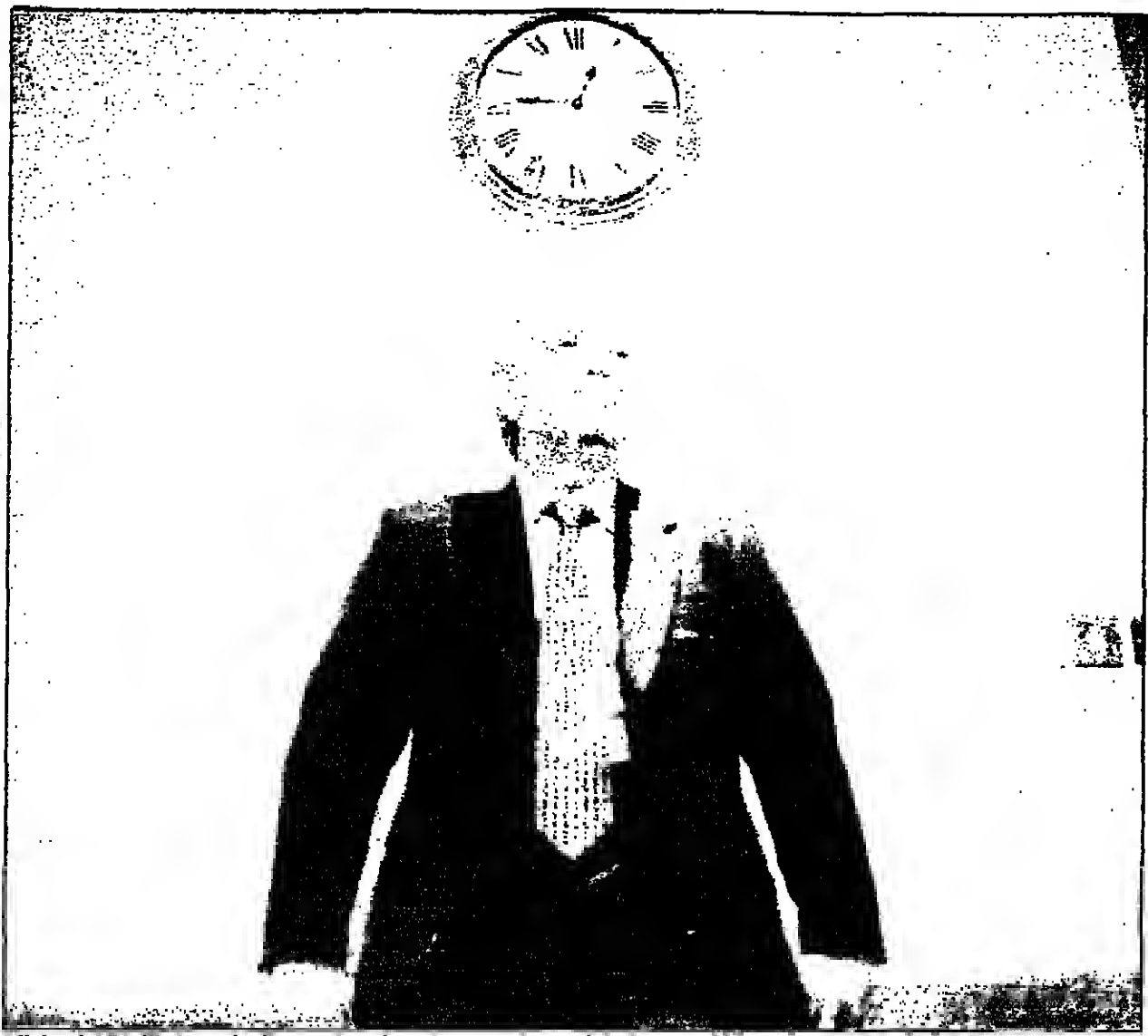
BY DAVID MCKITTRICK  
Ireland Correspondent

It is not a final document, it is something we can work on." While the document had only draft status and is clearly open to amendment during the present talks, it seems most unlikely that either government, and certainly not the Ulster Unionists, will move away from the principle that some guns must be put beyond use. It may take some time, however, to establish whether the republican "no" means "no", or whether Sinn Fein and the IRA might be open to some move that could be presented as voluntary on the IRA's part.

During yesterday's series of round-table and bilateral meetings, Mr Adams had a 45-minute encounter with the Ulster Unionist leader, David Trimble. The talks are to continue today, with the possibility that Mr Blair and Mr Ahern could join them later in the week if progress seems likely.

Sinn Fein complained yesterday about the arrest of four men in South Armagh, apparently for questioning about the murder in January of the IRA critic Eamon Collins, who was found battered to death near his home in Newry. A representative described the arrests as "blatantly provocative harassment."

The four members of the IRA's Balcombe Street gang - whose release from prison after 24 years was approved by the Irish government last week - were finally freed last night, republican sources in Dublin said. Hugh Doherty, Eddie Butler, Harry Duggan and Martin O'Connell, who were given multiple life sentences for a British bombing campaign in the early 1970s, had returned to jail earlier this week, after parole, to complete formalities.



Michael O'Neill: 'Deeply disappointed to give up a dream job that would have been the culmination of my career'

## Bank chief resigns on day one

MICHAEL O'NEILL was lured to Britain by Barclays Bank with an offer he could not refuse: a three-year pay package worth £10m. Yesterday, he returned to California after resigning as chief executive on his first day in the job.

His departure, on medical grounds, plunged the bank into turmoil, leaving it rudderless for the second time in five months. Mr O'Neill, 52, a former US marine with a glittering career in American banking, was hailed as Barclays' great hope when he was appointed in February, after the surprise resignation of his predecessor, Martin Taylor, last November.

But a black cloud already hung over Mr O'Neill when he flew to Heathrow on Sunday. Six days earlier, he had been to see his doctor in San Francisco because of two black-outs he suffered after a bout of severe house-hunting in Hampstead, where he has owned a home in the past. His wife was planning to join him on Thursday, followed by his two sons at the end of the school year.

Mr O'Neill had also bought £5m of Barclays shares with his own money, a condition of receiving another £5m stake as part of his pay package.

But, having quit before he reached his desk, that fabled package - the envy of the City - never materialised. Sir Peter said: "He has taken nothing - neither in terms of salary or shares."

It was not for the money, however, that Mr O'Neill took the Barclays job; he already has a personal fortune estimated at \$50m, and had been relishing a challenge that would have crowned his career. Before flying home yesterday, he said he was "deeply disappointed" to give up "a dream appointment"

BY KATHY MARKS AND  
ANDREW GARFIELD

that he described as "the culmination of my whole career". Colleagues put it more strongly; he was "devastated", said one, his life had "completely flipped around".

Barclays said it was "disappointed", which was another understatement. Mr O'Neill was paraded as a great catch by the bank, after Mr Taylor resigned in response to a series of boardroom disputes, and Barclays is left again without a chief executive at a time of great upheaval in the industry.

A spokesman for the bank said events could not have been foreseen. "Mike had an intensive three-hour medical earlier this year which he passed with flying colours... The flu brought out or aggravated something that could not have been detected, and clearly it would not have been right for him to take up this job."

## YOUR CHANCE TO QUESTION PETER MANDELSON

THIS WEEK Independent readers have an opportunity that has been denied every top press and television interviewer for the past four months: the chance to put questions to Peter Mandelson. What does he miss most about life at the top? How has he been spending his time since he resigned? Why did he take out the home loan that precipitated his fall? Does he think public life now makes private life impossible? What are his favourite novel, film and painting? Since losing his cabinet job, has he lost friends?



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- Fax your question to us on 0171 293 2453 by 5pm tomorrow.
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### BRIEF

#### wrongly directed

Labour MP Paddy Power has been wrongly directed to a court in London to face charges of sexual harassment.

#### d over boy's death

A judge has ruled that a man who was charged with the murder of a 15-year-old boy was not guilty.

#### erbank gardener

A man who was charged with the murder of a woman was found not guilty.

#### tablets in the UK

A man who was charged with the murder of a woman was found not guilty.

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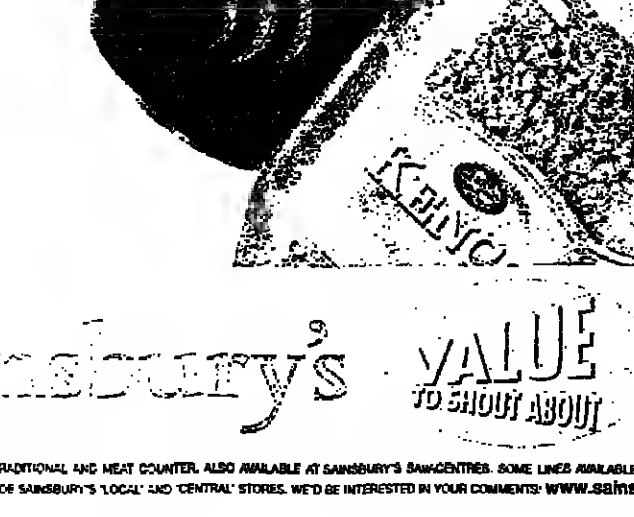

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# Brigadier Blair deals with the barrack-room lawyers

YOU CAN tell things are serious when Paddy Ashdown gets up and nobody groans. Yesterday the Liberal Democrats' leader rose to the kind of respectful silence which has long been just a wistful memory for him. That moment of restraint was symptomatic of a House in muted and reflective mood.

It wasn't solemnity exactly, more a kind of battle-weariness – the elation of enlistment and resistance having passed and MPs now settling in for the long slog. There was even something rather desultory about the interventions from Tony Benn and Tam Dalyell – indignation by numbers rather than the volatile

flame of last week – though Tam did come up with an unexpected final flanking attack in a point of order, asking the Prime Minister to reconsider some remarks about the reliability of reports from Belgrade-based reporters. First Tony Blair bombs our former wartime allies, then he insults John Simpson. Is there nothing he won't stoop to?

The Prime Minister himself gave a reasonably convincing performance of command – both of the war effort and himself. He still doesn't care much for contradiction, however admirably democratic it may be, but apart from the odd flutter of exasperation, he answers

queries more in sorrow than in anger, as though the questioner is a particularly dim-witted pupil at one of David Blunkett's remedial summer schools. "Do I really have to go over all this again?" his tone implies, as he insists that President Slobodan Milosevic's ethnic cleansing was already underway before a single Nato bomb was dropped.

The more troublesome pupils don't always take this quietly. When Mr Blair claimed that, as a result of Nato's action, the pace of ethnic cleansing had "significantly diminished" there were mutters of dissent from the Tory back row and one cry of "Rubbish!", but the

## THE SKETCH



THOMAS SUTCLIFFE

Prime Minister wasn't to be diverted. "We now know that Belgrade was making detailed plans for ethnic cleansing as early as Feb-

ruary", he said, though he didn't explain how we knew. Labour backbenchers heard the ethical crescendos in his speech with a quiet, dutiful murmur, prepared to do their homework but not to be wildly enthusiastic about it.

There was a sudden indignant moo when Mr Dalyell ventured a general slur against the "ethnic Albanians", noting that Germany's Federal Police had claimed that the Kosovo Liberation Army was a largely drug-financed operation.

MPs clearly took the view that Mr Dalyell's remarks were racist and they were almost as indignant when Alan Clark rose to alert Mr

Blair to the ironies of waging an air war against Serbia on the anniversary of Hitler's terror raids on Belgrade. He was "associating this house and this country with the sustained bombardment of a brave and Christian people".

Mr Clark's implicit comparison between Mr Blair and the leader of the Third Reich provoked some dissent but nothing like as much as that blanket approval for the Serbs did. This was, I suppose, intellectually consistent: a prejudice in favour of an entire people is no less a prejudice than one against – but it was difficult to escape the feeling that it was the praise rather

than the generalisation that had appalled Mr Clark's colleagues. In one of his better moments, Mr Blair reminded the House that the question of nationality was irrelevant anyway, that a common identity should pre-empt such simplistic categorisations.

"They are human beings at risk," he said simply of the Kosovo refugees. But if he hoped to bring Mr Clark on side, I suspect he was invoking the wrong species altogether. The only chance of doing that would be to gather information on the number of Albanian donkeys injured by reckless Serb militiamen shooting at their riders.



John Hutton MP yesterday launching a booklet for young people living away from home

Peter Macdiarmid

## More troops being sent to Macedonia

TONY BLAIR insisted yesterday that Nato's military action in Yugoslavia would continue until all its demands for a peace settlement were met by President Slobodan Milosevic. The Prime Minister announced "substantial reinforcements" of British troops in the region.

In his first Commons statement since the Easter recess, Mr Blair said a second Armoured Battle Group would be sent to support military personnel in Greece and Macedonia to boost the number of troops by about 1,800, to 6,300.

### PM'S STATEMENT BY SARAH SCHAEFER Political Reporter

"They are being sent so that the UK can be in a position to play our proper role in the international effort to ensure the refugees are able to return to Kosovo in safety," he said.

The Prime Minister stressed there could be no compromise in the commitment to defeat the "hideous policy" of ethnic cleansing. "This action will take time. Dictators like Milosevic do not bow down at the first setback to their plans. But as the weather improves, his forces will have fewer hiding places."

He told MPs that every day the air attacks were causing further damage to "Milosevic's military machine".

He added: "The conflict we now face in Kosovo is a test of our commitment and our resolve to ensure that the 21st century does not begin with a continuing reminder in Eu-

rope of the worst aspects of the century now drawing to a close."

William Hague, the Conservative leader, expressed his party's continuing support. But he added: "You have said there was no question of committing ground troops to an invasion of Kosovo in advance of a political settlement. More recently you have stated you are keeping all options under review. Was the second of these statements intended in any way to modify the first?" Mr Blair said the objectives would remain exactly the same as Nato had set out.

But backbench concern erupted again when Tony Benn, the Labour MP for Chesterfield, said: "If the air war goes on for weeks and months and even longer, with all the death and destruction that it causes, what contribution do you think that will make to long-term peace and stability in the Balkans?"

Martin Bell, the former BBC

war correspondent and Independent MP for Tatton, said to Mr Blair: "Is it not true that circumstances on the ground can only be changed by boots on the ground? Do we not have a moral, as well as a military imperative, to go for a ground intervention, whether opposed or unopposed?"

Alice Mahon, the Labour MP for Halifax, questioned what was "humanitarian" about the action when Kosovo Albanians were driven out of their country and the Serbs were being bombed back to the "Stone Age".

The Labour MP Clive Soley said his Ealing, Acton and Shepherd's Bush constituency contained more Serbians than most others. "Although they are desperately unhappy about the bombing they also know that there is a sense of shame among the Serb people for what is being done in their name. Ethnic cleansing is no part of Serbian culture."

## Lords' threat to block Bill

THE GOVERNMENT braced itself for a constitutional clash with the House of Lords last night as peers were expected to vote against the lowering of the age of consent for homosexuals from 18 to 16.

Baroness Young, a Tory peer, took the unusual step of moving a wrecking amendment to the Sexual Offences (Amendment) Bill during its second reading in an attempt to have the legislation thrown out. But ministers have made clear they will invoke the Parliament Act, which can override peers, and reintroduce the measure in the Queen's Speech.

The legislation, which includes safeguards for young people in care, was overwhelmingly backed in the Commons in a free vote earlier this year. But Lady Young said she had all-party support for her amendment.

She added she opposed the Bill partly because it "makes legal for the first time huggery for both boys and girls."

"I can only suppose this is a rather curious equal opportunity," she said. The law "infl-

### AGE OF CONSENT BY SARAH SCHAEFER

ences behaviour" and lowering the age of consent would "send out the wrong signal to young people".

Opening the debate, Lord Williams of Mostyn, a Home Office minister, urged peers to back the measure to ensure "equality before the criminal law" for homosexuals.

"We believe this is a fundamental principle of equality... we are not opening the floodgates of social change for further reductions in the age of consent."

The Liberal Democrat Earl Russell told Lady Young: "I do not believe there are going to be any fewer homosexual acts if you are successful."

The Bishop of Bath and Wells, the Rt Rev James Thompson, said the current law endorsed a judgemental and sometimes violent attitude towards homosexuality and made gays "less safe. They have nowhere to go to find out how they could sort their lives out," he said.

## Foreign Office checks MI6 link

MINISTERS PROMISED action to curb the activities of mercenaries last night in response to the arms to Sierra Leone affair.

Robin Cook is also overhauling his department's links with MI6 amid criticism that intelligence reports on shipments of arms by British mercenaries were not seen by officials. But the official response to a critical report by the Foreign Affairs Committee rejected suggestions that Mr Cook's most senior official had failed in his duties.

Ministers will now hope to put the affair behind them. It deepened after the mercenary company Sandline International broke an arms embargo on Sierra Leone but escaped prosecution by claiming officials were aware of its activities. A further row broke out after a member of the Foreign Affairs Committee, Ernie Ross, was forced to resign after admitting leaking a draft of the report to Mr Cook.

The Foreign Secretary had said that failings by his department had already been addressed after an official report into the debacle was published

### MERCENARIES

BY FRANK ABRAMS  
Westminster Correspondent

last July. He criticised the MPs for deciding to go ahead with their own, subsequent inquiry. But although last night's response to the MPs' report defended officials and ministers, it also made several concessions. It accepted calls for a consultation Green Paper on the activities of mercenaries and announced that arrangements for liaison with intelligence agencies were being modernised.

It added that allowing Britain's High Commissioner, Peter Penfold, to go into exile in Guinea with the Sierra Leone government, when Britain had no permanent diplomatic post there, may have been foolish.

The chairman of the Foreign Affairs Committee, Donald Anderson, said he was encouraged by the progress that had been made.

But the Conservatives attacked the Government for its refusal to admit a string of failings in the Foreign Office.

## THE HOUSE



### Council limits

Council budgets in England will not be limited by the Government this year after the ending of universal capping, the Deputy Prime Minister, John Prescott, said. But the Government would monitor the finances of 12 local authorities that set the largest budgets for 1999-2000.

### Attack on care

Government plans to set up primary care trusts came under attack by the Tories. Ann Widdecombe, the shadow health secretary, said: "Not a single thing in this [Health] Bill is going to address the problems of the totally dispossessed."

## QUESTIONS AND ANSWERS

### Clegg cost £1m

THE COST to the Ministry of Defence of defending paratrooper Lee Clegg, who was cleared of murdering a Belfast teenager earlier this year, was over £1m, the Armed Forces minister, Doug Henderson, disclosed. That did not include the cost of the first trial, which was met by the Northern Ireland Office.

### Today's agenda

Commons: Backbench debates on BBC coverage of Parliament; preservation of wildlife; access for the disabled to railway stations in Lewisham; housing projections for Gloucestershire; human rights in Colombia. International development questions. PM's Questions. Access to Justice Bill, second reading. Short debate on investigations of murders of Britons in Bahamas. Lords: Debates on tax and spending levels and action against Armenian people by Turkey in 1915.

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**'Girls don't like being wrong so they don't compete'** says educational consultant Averil McDonald *Chris Whelan*

# Boys 'intimidate' girls into dropping science

**SINGLE-SEX** science classes from the age of 11 onwards and flashy cars for physics teachers would stop girls giving up physics, an academic said yesterday. Girls are intimidated by boys and their confidence in their scientific ability increases if they are taught separately, according to Averil Macdonald, an educational consultant and part-time lecturer at the University of Reading.

Ms Macdonald told the Institute of Physics Congress at the University of Salford that research showed girls from single sex schools did better in science than those at mixed schools and were more likely to carry on with science to A-level and at university.

Girls are now outperforming boys in science and technology at GCSE but only one in five A-level physics student is a girl and boys account for an even higher proportion of A-level

**BY JUDITH JUDD**  
Education Editor

entries than they did 10 years ago. Research published four years ago by the University of Bristol's department of education found that about half of girls who had been taught GCSE physics in all-girl classes went on to take it at A-level, compared with only a handful in previous years.

Eighty-two per cent in the single-sex classes achieved A to C grades, compared with a national average of 40 per cent.

Ms Macdonald, a former physics teacher, said: "Boys are more confident and vociferous than girls in a mixed group."

environment and they tend to take over. Teachers will say that we need girls in mixed classes because they are a civilising influence. Does that mean we are prepared to sacrifice girls so that boys do

## HOW THE SEXES COMPARE

Exam	Boys	Girls
<b>A-level</b>		
<i>Physics</i>		
Entries	23.119	6.553
Pass rate	88.7%	91%
<i>Chemistry</i>		
Entries	20.132	16.97
Pass rate	88.4%	90%
<i>Biology</i>		
Entries	19.822	29.07
Pass rate	85.9%	88.4%

Source: 1993 A-level results

Source: 1998 A-level exam statistics for candidates aged between 16 and 18

their best?" Ms Macdonald said the problem of persuading girls to do physics had become acute now that nearly all British schools were co-educational.

-Girls do very well at GCSE. They simply choose not to do it at A-level because they don't

feel comfortable. Girls like to feel they are approved of and as soon as they feel slightly intimidated by boys they back off. Boys are happy about taking risks and don't mind being wrong. They like to compete. Girls don't like being wrong, so they won't compete."

Girls needed to be reassured that they could do physics well, she added. At present, most pupils study "double award science", which includes physics, chemistry and biology.

Pupils do not know their mark for each individual subject, so girls tend to assume that their biology result has pulled their total mark up. Ms Macdonald argued that each of the three sciences should be graded separately. She added that all physics teachers

that all physics teachers should be given an expensive car to show that physics was a rewarding, prestigious career.

# Nurses to replace GPs in new NHS

**THE BIGGEST** transformation of the NHS in its 50-year history, with nurses replacing GPs as the "gatekeepers" to care, was heralded by the Prime Minister yesterday.

**BY JEREMY LAURANCE**  
Health Editor

The changes could spell the end of the family doctor providing for all the patient's needs. Instead, patients would receive personalised care based on their medical history from a variety of health professionals, according to their needs.

The change would be a natural development of Primary Care Groups (PCGs) - clusters of GP practices serving populations of about 100,000 - which replaced the GP fundholding scheme on 1 April. PCGs have already been compared to Health Maintenance Organisations in the US, which have responsibility for all the health needs of the populations they serve.

As forecast in *The Independent* two months ago, the first steps towards realising this vision were spelled out by Mr Blair yesterday in a speech in Birmingham to the first conference for PCGs, attended by 1,000 GPs, nurses and managers. He announced a network of 20 walk-in "health shops", to be led by nurses, where patients would be able to get instant care for minor ailments and which would be open from 7am to 10pm on weekdays. Mr Blair said: "The NHS has to keep up with developments in other areas of people's lives."

But the biggest change is to the NHS Direct 24-hour helpline, which is rapidly being developed as a new first point of contact for patients seeking medical care. The nurse-run advice line is to be given a bigger role in three pilot areas – the North-east, Nottinghamshire and west London – where it will field all calls to GPs out of hours. Other services to be

tested include nurses making calls to check on patients. Advice will also be provided over the Internet with access points in post offices, libraries and accident and emergency units.

Stephen Thornhill, chief executive of the NHS Confederation, welcomed Mr Blair's "inspirational vision" but warned it would lead to an enormous rise in public expectations. "A telephone banking style front-end to the NHS ... requires - nothing short of a complete transformation. My concern is that we may get an exciting front-end to the service and the core services - properly staffed hospitals and good-quality cancer treatment - won't be able to keep up."

Mr Thornton said the plans spelt a "radical transformation of general practice" in which the first point of contact for patients would be a professional more like a nurse than a doctor. "It could perhaps spell the end of the family doctor."

Christine Hancock, general secretary of the Royal College of Nursing, said nurses were being given extra authority to help patients to treat themselves. "Nurses are good listeners and may be better placed to help people with common problems," she said.

But the British Medical Association said it was dismayed by the plans. Simon Fradd,

deputy chairman of the GPs' committee, said the future of general practice was threatened. "GPs will no longer be co-ordinating everything. If you take over large chunks of the GPs' work it undermines the core service they provide and breaks the doctor-patient relationship. General practice could be fragmented, destabilised and even privatised."

# Caring prison staff 'mocked'

**YOUNG PRISON** officers who try to show a caring attitude towards prisoners are the subject of "domination and intimidation" by cynical older colleagues, the Chief Inspector of Prisons said yesterday.

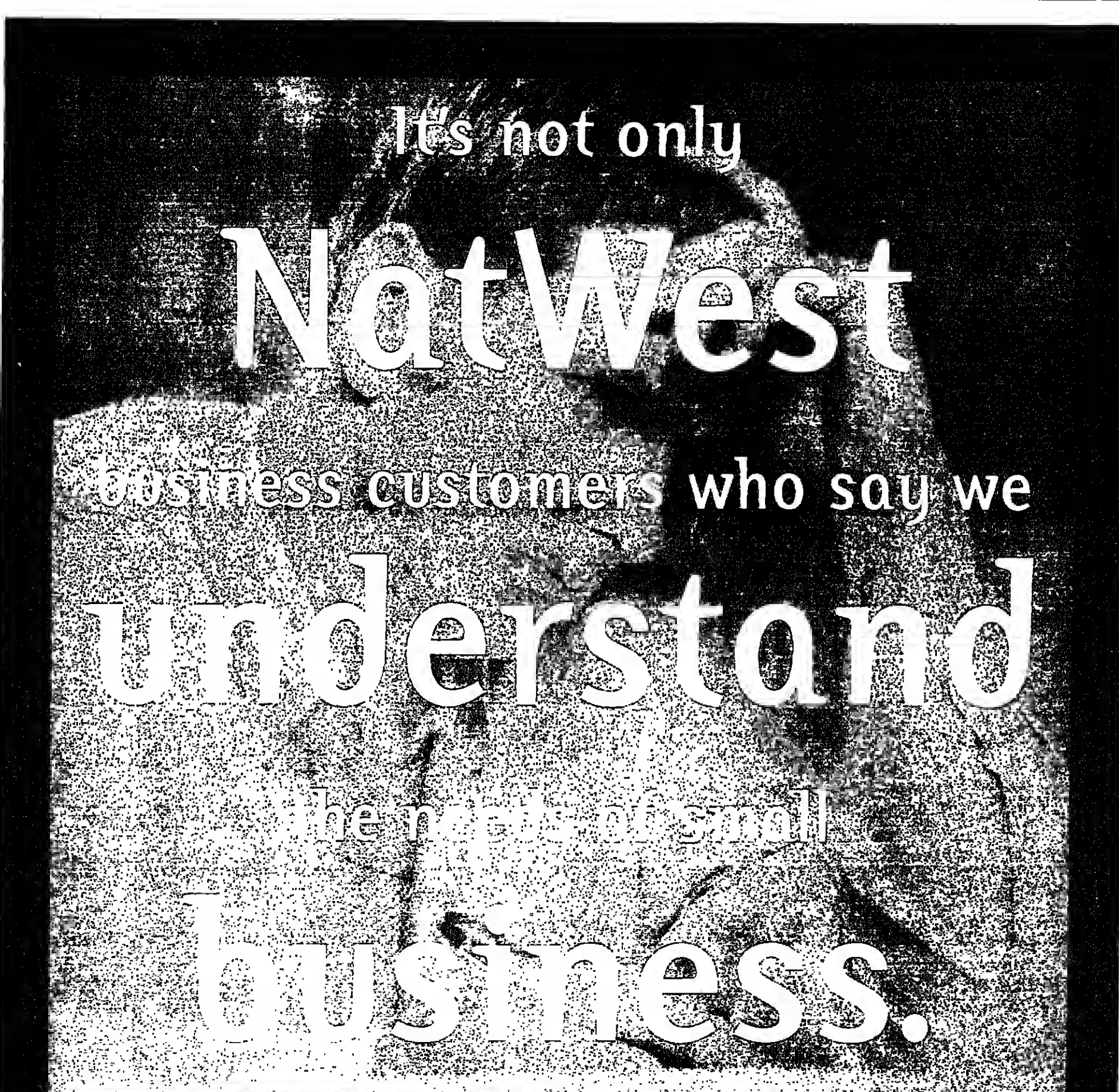
New prison officers fired with enthusiasm for working positively with inmates are quickly put in their place by senior colleagues, who exert "domination and intimidation, a pernicious way of influencing colleagues", Sir David said.

In what will be seen by some

**BY IAN BURRELL**  
Home Affairs Correspondent

as a challenge to the prison chiefs to crack down on the Prison Officers' Association. Sir David called on Martin Narey, the new director-general of the Prison Service, to challenge the entrenched staff attitude at many prisons.

He said: "I suggest to Mr Narey that no factor will better enable him to respond to the Home Secretary's objectives than a determined and sustained attack on the old culture, wherever it manifests itself. It is inward looking, it is a blame culture, and it does the name of the Prison Service no good."



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# Airbag may have killed crash driver

A WOMAN who died after her car was involved in a head-on collision may have been the first motorist to be killed by the inflation of a driver's airbag, an inquest was told yesterday.

Jennifer Reichardt, 47, a legal executive, died after the collision near St Helens, Merseyside, last year. Although the airbag of her Rover 400 stopped her hitting the windscreen or the steering wheel, she still suffered a fractured skull. It is thought to be

BY KATE WATSON-SMYTH

the first time the role of an airbag has been questioned in connection with a death in the UK, although there have been many such cases in the United States.

Dr Kenneth Mason, of Whistow Hospital accident and emergency department, where Ms Reichardt was taken after the crash, told the inquest that it was the first case of its kind he had seen in 17 years of

A&E medicine. "This is the first case where I suspected it might be an air-bag," he said. "I considered the possibility that the injury was caused by being thrown back by the airbag against the head restraint." He told the jury that Ms Reichardt's only life-threatening injury was caused by the blow to her head.

Ernest Gradwell, a consultant pathologist at the hospital, who did a post-mortem examination, said: "Miss Reichardt

sustained a fracture to the base of her skull which is the first I have ever seen. This type of fracture is very uncommon... there appeared to be no contact with the car windscreen or steering wheel."

He said she had come into contact with a force similar to someone jumping off the top of a building.

Paul Leyland, the driver of an Opel Ascona, which was in collision with Ms Reichardt's car, said that just before the

crash, as he slowed into an approaching bend, his car juddered and continued in a straight line. "The car pulled to the left and I could not control it as I went straight on. I collided with another car. I tried to get out of the way but I couldn't," he said.

Mr Leyland, 22, who had just had suspension work carried out on the vehicle, said he walked away from his 13-year-old car, which had no airbag, with just a cut lip.

The inquest at St Helens town Hall was told that he was fined £250 last year for driving without due care and attention.

PC Harry Jones, an off-duty officer who arrived at the scene of the accident, said the front of the car was crushed down to the front of Ms Reichardt's legs, but he did not believe that had caused her fatal injuries. He added that she had been wearing a seatbelt and was neither too close nor too far from the steering wheel.

PC Harry Walsh, senior vehicle examiner with Merseyside Police, thought the injuries were caused by the airbag rather than by the car's bulkhead. He said: "It would appear had the airbag not been employed the outcome of the accident could have been totally different."

PC Walsh said he found nothing wrong with either vehicle that would have caused the accident.

In a crash, an airbag opens

at up to 200mph, with the force of a heavyweight boxer's punch. The sound of it inflating is twice as loud as a rifle shot.

Only two airbag injuries have been reported in Britain. In both cases the drivers were burnt, probably by friction.

Experts in the United States believe that shorter people sitting closer to the dashboard are more at risk, and in Canada the bags are being designed to inflate more slowly.

The inquest continues today.



The Rose (bottom left) seen in a 16th-century engraving with The Globe (right) Bridgeman

## Rose Theatre revived after 393 years

A TEN-YEAR campaign to save the remnants of the theatre where Shakespeare and Marlowe staged their plays culminated in a partial victory yesterday when the Rose Theatre reopened.

However, despite the presence of the Secretary of State for Culture, Chris Smith, and the playwright Sir Tom Stoppard, the early wishes of the late Lord Olivier and Dame Peggy Ashcroft that it reopen as a theatre have not been fulfilled. Instead, it will be an exhibition centre - a victory of sorts certainly, as developers

BY DAVID LISTER  
Arts News Editor

once wanted to cover the whole site permanently with offices.

The foundations of the intimate open-air theatre, discovered during building work in 1988, are still shrouded in a foot of concrete, sand and water, to preserve them.

A decade ago, protesters including Dame Judi Dench, Sir Ian McKellen, Lord Olivier and Dame Peggy joined local residents to picket the site and save it from the bulldozers.

A film grant from the gov-



Simon Hughes (left), Janet Suzman, Sir Tom Stoppard and Chris Smith at the official opening of the Rose Theatre yesterday Glynn Griffiths

ernment of the time compensated developers for changing their plans so they could suspend their 13-storey block on three massive girders over the irreplaceable remnants of Philip Henslowe's theatre.

There are eventual plans to

redesign the new building to include a special basement display space for the theatre remains and it is hoped archaeological advances will enable full excavation in future.

Visitors will be able to see the exhibition, incorporating a

sound and light show narrated by Sir Ian telling the site's history. The campaign patrons Janet Suzman and Sir Tom Stoppard were there to see the opening. Sir Tom's Oscar-winning screenplay *Shakespeare in Love* centres on the theatre. He said: "The exhibition is very informative and has been very well done."

Preserving the remains of the Rose had been the right thing to do despite the cost, he said. "We put on a show and a lot of us came here to persuade the government to stop it [the

redevelopment]. Nobody suffered from it. The office building is here anyway."

Ironically, the office building had stood empty for three years after completion, until a government department moved in, and it is only intended to last a generation.

The lifespan of the Rose was short, from 1587 to 1606, when it was overshadowed by larger, newer rivals such as the Swan, now reconstructed near by.

It was Christopher Marlowe's theatre, but the young Shakespeare's *Titus Andronicus*

and *Henry VI Part One* were staged there before he formed his own company.

Geoffrey Rush, the actor who played Henslowe in the film, sent a message saying: "I applaud this venture. If I was able to stand in front of you and it today, I'd be wearing rose-coloured glasses."

The constituency MP Simon Hughes, said: "This is the holy of holies of English theatre."

From today, visitors can see the exhibition, with admission £3 for adults, £2.50 for concessions and £2 for children.

## Irvine 'biased against women'

BY ROBERT VEREAUX

THE LORD Chancellor faces further "jobs-for-the-boys" allegations today as a second claim of sex discrimination comes before an industrial tribunal.

Last month Lord Irvine of Lairg was found guilty of indirect sex discrimination by appointing a senior City solicitor and personal friend, Garry Hart, as his special adviser.

Josephine Hayes, a barrister, claims procedures for the allocation of work to barristers representing the Government in civil cases discriminate against women. Her claim stems from a decision to appoint Philip Sales, a junior barrister and former working colleague of the Lord Chancellor, to the most senior position on the Government's list of retained barristers. Of 116 outside barristers on the list, only 13 are women.

Ms Hayes said she was not given the chance to apply because the appointment was made on the basis of "secret soundings" between the Lord Chancellor, the Solicitor General at the time, Lord Falconer of Thoroton, and five senior members of the judiciary. Today Ms Hayes will ask the tribunal to order the Lord Chancellor, the Attorney General, John Morris QC, and the senior judges to disclose the content of the "soundings".

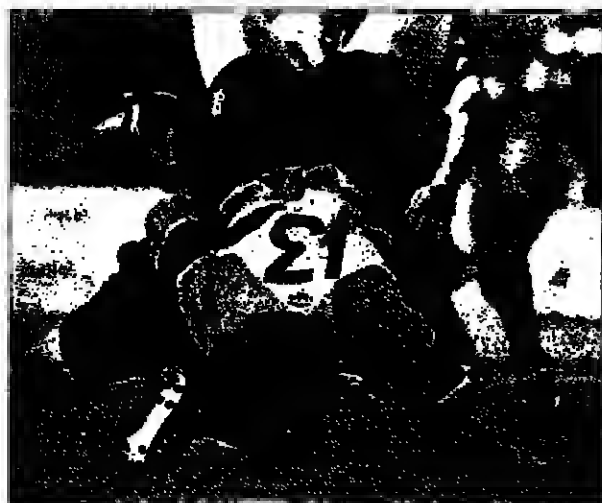
If the tribunal rules against Ms Hayes's application, her solicitor, Sara Leslie, said she would apply for witness orders to force Lord Irvine to attend the tribunal to give evidence.

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## Railtrack is 'worse than British Rail'

THE NATIONAL rail network is in a worse condition than at privatisation, according to a report yesterday that criticised Railtrack's investment record.

The report, commissioned by the rail regulator, said Railtrack had failed to tackle train delays, shabby stations and ageing signalling. It also found Railtrack's maintenance spending was "below expectations" and warned that a backlog of work was emerging.

John Prescott, the Deputy Prime Minister, said: "The report paints a sorry picture of its performance as stewards of the country's railway network."

He said he was considering paying the £150m annual subsidy direct to Railtrack, giving the Government a big voice in the company's strategy, as *The Independent* reported on Monday.

Shares in Railtrack fell yesterday with the publication of the report by consultants Booz Allen, who were commissioned last year by the outgoing rail regulator to measure Railtrack's performance since 1995. The new rail regulator, Tom Winsor, will use their findings to set the charges that train operators must pay to use Railtrack's network after 2001. Railtrack has already been told to deliver

greater improvements or face a cap on its profits.

Booz Allen said: "It is likely that there has been a decline in the underlying quality of the network assets as a whole. Generally, Railtrack's physical activity in renewing assets has been below expectations."

The report said Railtrack had funnelled money to areas where it gained the most financial benefit at the expense of long-term projects to improve journeys for passengers.

Railtrack said the report had been written "with the benefit of hindsight" and before its £27bn, 10-year investment plan was unveiled last month. It said it should be put in the context of a 25 per cent growth in passenger demand and a planned tripling of rail investment. Gerald Corbett, the chief executive of Railtrack, said: "The report highlights there is still much to do. We face huge challenges and Railtrack is dedicated to getting it right and doing better."

Save Our Railways, the pressure group, said the report left Railtrack's reputation "in tatters" and highlighted the need for tougher regulation.

### YVONNE ROBERTS



It's dangerous when a role model-cum-goddess proves as mortal as the rest of us

IN THE WEDNESDAY REVIEW PAGE 4

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# US offers armed support to Kurds

THE UNITED STATES may offer full military protection against President Saddam Hussein to the Iraqi Kurds if they allow the Iraqi opposition to base itself in the area they control.

American and British aircraft currently patrol north of Iraq's 36th parallel, but the US is considering a radical expansion of its role, by giving a full military guarantee to the whole of Iraqi Kurdistan.

The area, inhabited by three million Kurds, has been outside President Saddam's control since 1991, but it remains vulnerable to attack.

Hoshiyar Zibori, a leader of the Kurdistan Democratic

**Party (KDP), which controls western Kurdistan, said: "We would need to have a no-fly, no-drive zone protecting our cities from Iraqi government retaliation if we were to co-operate with the Iraqi opposition." US officials were seriously considering the matter, he said.**

**The US wants to make the Iraqi opposition a serious threat to the Iraqi leader. It can do so only by persuading the leaders of the KDP and the Patriotic Union of Kurdistan, which controls eastern Kurdistan, to allow the Iraqi opposition to be based in areas that**

they control. The Kurds say they will only allow this — and break with their current live-and-let-live policy toward Baghdad — if the US promises to defend them.

All sides are conscious of similarities with Nato's efforts to protect the Kosovars from Serbia by the massive use of air power. Ghassan Attiyah, editor of *Iraqi File*, an analysis of events in Iraq, said that the credibility of US guarantees depended on the outcome of the Kosovo crisis: "If Nato succeeds in Kosovo it will be good for us; otherwise we will have to think again."

Mr Attiyah said the Iraqis

The Iraqi National Congress (INC), an umbrella organisation of the opposition, had some 400,000 members in Iraq and 100,000 in the Kurdish north until 1996, when they were forced to flee to the Iraqi north after the capture of Arbil, the Kurdish capital. Several hundred INC members were killed.

The new American policy began to emerge at a meeting of the INC, held under US auspices, at Windsor, Berkshire, last week. It was held to reconstitute the divided organisation and remove Ahmad Chalabi

The meeting was also important as it brought together Kurdish leaders and Iraqi opponents of the Baghdad government.

Mr Zilbari said, however, that the Kurds would participate in the INC only if they had "concrete promises of security from the US". The Kurdish party has some 20,000 to 30,000 fighters, but they are fighting internally, not against Iraqi army units. They need American air protection and withdrawal of Iraqi armoured divisions.

The White House and the

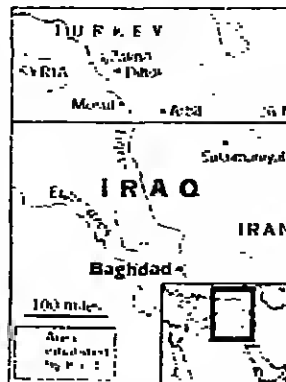
State Department have come under intense pressure from Congress to give teeth to the Iraq opposition. Last year Congress passed the Iraq Liberation Act, under which financial aid and military equipment would go to the INC and other opponents of President Saddam. Madeleine Albright, the US Secretary of State, denounced the US commitment to help the Kurds.

US officials at the meeting in Windsor said that they were now considering going further. This would involve extending the no-fly zone to the whole of Iraq. Currently forces only cover the Iraqi-Kurdish border.

Sulaimaniyah. Most important, it would also be turned into a no-drive zone. This would entail the US building up a capability to stop an Iraqi tank attack.

The Foreign Office said yesterday it was aware of the proposals, but that there were practical difficulties involved. This referred to the need to obtain the co-operation of Turkey to base more American and British aircraft at airfields in eastern Turkey.

Without an enhanced military guarantee, the Kurds will not break with Baghdad and the Iraqi opposition will remain an



# Sikhs mark 300 years as warrior sect

INDIA'S MOST easily recognised community, the Sikhs, formed a sea of turbans yesterday at the northern Indian town of Anandpur Sahib, which means "town of hills", to mark the 300th anniversary of a defining moment in the history of their religion.

Sikhs are, perhaps, the most enterprising and mobile community from the sub-continent. "Sikhs and potatoes are found all over the world," goes a popular gibe. And beyond the world — when Neil Armstrong took his "small step for man" on the moon, Indians joke, he was surprised to bump into a family of Sikhs strolling about. "We came here right after Partition," they explained.

But the Sikh religion, an attempt to distil the best of both Hinduism and Islam, sprang from the soil of Punjab, near the present India-Pakistan border, and it is to this small town in Punjab that 2 million pilgrims have come to take part in the 300th anniversary celebrations of *Khalsa* (meaning "the Pure"). At Anandpur Sahib on 13 April 1699, the 10th and last Sikh guru, Gobind Singh, converted Sikhs from a docile religious order into a body of fighters, sworn to challenge both the Mogul conquerors and Hinduism's caste system.

The recent history of the Sikhs has been ferocious. A guerrilla movement to create an independent Sikh homeland, Kalistan, led by a charismatic country preacher called Jarnail Singh Bhindranwale, split the Sikhs into factions in the 1970s. Hinduism is closely related to Sikhism, from which many of its ideas derive, and it is always at risk of being consumed by its parent — a "boa constrictor" as one British

**BY PETER POPHAM**  
in Delhi

scholar put it. The firebrand leader Bhindranwale hit on the perfect way to prevent absorption: make the two communities loathe and fear one another...

The hostilities led to the shelling of Sikhism's Holy of Holies, the Golden Temple in Amritsar (Bhindranwale died in the onslaught), on the orders of prime minister Indira Gandhi on 5 June 1984: in Mrs Gandhi's assassination by her Sikh bodyguards four months later; and in a subsequent pogrom of Sikhs in Delhi and elsewhere, in which the violence burnt itself out.

This all-too-recent history has not been forgotten, and extremist Sikhs still haunt the headlines of Indian newspapers. At Anandpur Sahib, the Sikhs' temporal leader and his fanatical spiritual counterpart held rival celebrations. But this huynant and adaptable community has devoted the past 15 years to finding new ways to express their identity - mostly by getting rich.

Punjab has the richest farmland in India, and is the seat of India's Green Revolution. Despite being as recognisable as Hassidic Jews, Sikhs are more versatile (and less prudish and inhibited) than most of their countrymen. Famous modern Sikhs include India's most reforming finance minister, Manmohan Singh; its grandest and most scandalous man of letters, Khushwant Singh; and its most successful (and irritating) pop star, Daler Mehndi, who is currently touring the US.

The energy that forced the British to acknowledge Sikhs as India's toughest warriors is finding more creative outlets.



**Sikh warriors performing a martial arts display in Punjab yesterday at the 'Khalsa' celebrations**

# Prodi calls for greater EU unity

ROMANO PRODI, the European Commission's incoming president, called for a new phase of political and economic integration in Europe yesterday and promised a stronger EU would emerge from the crisis that toppled Jacques Santer.

Mr Prodi, whose backers include Tony Blair, promised thorough reform and an end to EU corruption, but left no doubt about his ambitious visions for European unity.

In a speech that will alarm Eurosceptics, Mr Prodi called for more majority voting in the EU, greater powers for the European Parliament and a "single economy" with "a single political unity".

Mr Prodi was nominated unanimously by Europe's leaders last month to succeed Mr Santer, but his appointment still needs to be ratified by the EU assembly in Strasbourg.

In a politically astute move, Mr Prodi defused his main dispute with many MEPs by announcing he would not stand in June's elections to the European Parliament. Last week's former Italian prime minister had angered many parliamentarians by failing to rule out his candidature for his own former Italian centre-left party, the Democrats. That would have put him in direct competition with Italian political opponents and their affiliated groupings in the Parliament.

Addressing MEPs in Strasbourg, Mr Prodi won support with a strong pledge that he "will not tolerate corruption" and that he and his Commission will drive through "a great age of reform and change. We are not here to conserve, but to reform," he added.

That was enough to win tacit approval of the two biggest

**BY STEPHEN CASTLE  
in Brussels**

groups in the Parliament, the socialists and the centre-right Christian Democrats.

Both the European Parliament and the Council of Ministers should be included in a thorough review of the workings of the EU Institutions, said Mr Prodi. There would be a review of the Commission's day-to-day working, and its distribution of portfolios to the 20 Commissioners.

But Mr Prodi also called for "transparent" relations, not only with Parliament, but with the Council of Ministers, the member state representatives whose meetings are held in private.

Although Mr Prodi's speech came the day after a meeting with Mr Blair in London, much of his language will alarm Downing Street. In particular Mr Prodi argued: "The single market was the theme of the 1980s. The single currency was the theme of the 1990s. We now face the difficult task of moving towards a single economy, a single political unity."

One British source said Whitehall would want to know more details of what was being proposed on the economic front, and in which areas greater majority voting is proposed to operate.

A complicated timetable now exists under which Mr Prodi is due to be ratified in May by the existing European Parliament. Between then and July he will discuss with member states the composition of the new Commission, which will have to be approved by the parliament elected in June. Those hearings will probably take place in late August or early September.

## Fatchett censored Hong Kong report

**DEREK FITCHETT**, the minister responsible for Hong Kong, said yesterday that he had censored a report to parliament on the former British colony, prepared by his own civil servants.

Earlier reports, prepared at six-month intervals, detailed progress on each area of the Sino-British agreement after the handover of Hong Kong in

**BY STEPHEN VINES**  
**in Hong Kong**

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**July 1997.** Mr Fatchett, keen to avoid what he called "second guessing" politicians in Hong Kong, toned down the contents of the latest report to "make it less of a language which says we are watching you". Therefore the most recent report

submitted to parliament at the beginning of the year is shorter, less detailed and, according to Mr Fatchett, "more readable by politicians and the people of Hong Kong".

Asked whether he had intervened because Britain's main concern these days was China rather than Hong Kong, he said: "I totally refute that

It had been thought the Government would cease issuing the Hong Kong reports to Parliament. However, they will still be given but not necessarily as frequently, he added.

## Riot police on alert at Anwar trial

**MALAYSIA'S FORMER** deputy prime minister was bracing himself last night for a probable prison sentence while riot police began surrounding the square opposite the courthouse with trucks and water cannons.

The courtroom drama that has kept Malaysians glued to their televisions and newspapers for the past six months


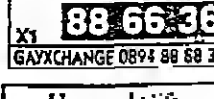
**By SARAH STRICKLAND**  
in Kuala Lumpur

tery. He has always denied the charges and claims that he is the victim of a political conspiracy. It is widely assumed that he will receive a prison sentence of at least two to four years, quashing any immediate plans to re-enter the political ring. Each of the four charges he faces carries a maximum penalty of 14 years and a £3.50

fine but it only needs a sentence of one year or a fine of £2,000 to disqualify Anwar from serving in parliament for the next five years.

Despite the prospect of a bleak future and a thwarted political career, Anwar was in "extremely high spirits, better than ever" yesterday, according to one of his lawyers.

[illegible]

<h1 style="margin: 0;">CLASSIFIED</h1>		<h2 style="margin: 0;">Legal Notices</h2>	
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<p><b>nearly see touch smell taste</b></p>		<p>The Insolvency Act 1986 <b>IT SOFTWARE SOLUTIONS LIMITED</b> in Liquidation</p> <p><b>NOTICE IS HEREBY GIVEN</b> due notice is hereby given pursuant to Part VI of Paragraph A Appendix 4, Clarendon Square, London EC1M 6RN approved liquidator of the said Company, in the manner and condition set forth 27 April 1999 At St. Dunstons Hill, London E.C.4</p> <p><b>Aylesbury County Court</b> No 18s of 1999 <b>RE CHARLES ANTHONY FEATHER</b> (In Bankruptcy)</p> <p>In accordance with Rule B 24 of the Insolvency Rules 1986 notice is hereby given that Richard William James Lord of Ryland Long &amp; Co., Cecil House, 52 St Andrew Place, Hertsford, Hertsmere SG14 1HA was appointed trustee of the estate of the above named debtor on 17th March 1999. Dated this 7th day of April 1999 R.W.J LONC, Trustee</p>	
<p><b>Waiting</b></p>  <p style="text-align: right;">ONLY 25p PER MIN</p> <p style="text-align: right; font-size: x-large;">0894</p> <p style="text-align: right; font-size: x-large; background-color: black; color: white;">xx 88.66.36</p> <p>GAYEXCHANGE 0894 88 66 36</p>		<p><b>To advertise in this section please call The Classified Team on 0171 293 2347.</b></p>	
		<p>The Insolvency Act 1986 <b>HOLLANDER JCS GROUP LIMITED</b> in Liquidation</p> <p><b>NOTICE IS HEREBY GIVEN THAT I</b> Stephen James Hollander of Tregowen, Leicestershire LE15 6HQ being a qualified Liquidator of the above named Company for the Companies and Creditors Acts 20th March 1999 Dated 7th April 1999 J.S.HOLLANDER Call Enquiries</p>	
		<p style="text-align: center;"><b>Chat Lines</b></p> <p style="text-align: center; font-size: large;"><b>Waiting</b></p>  <p style="text-align: right;">ONLY 25p PER MIN</p> <p style="text-align: right; font-size: x-large;">0894</p> <p style="text-align: right; font-size: x-large; background-color: black; color: white;">xx 88.66.36</p> <p>GAYEXCHANGE 0894 88 66 36</p> <p style="text-align: center;"><b>Unusual Gifts</b></p>	
		<p><b>A NEWSPAPER, both that year old date 1642 Times report that "James Ford - Report printing job - Journal Describes Ted Davis' arrest last Jan CALL FREE 0500 231 0291"</b></p>	

## IN BRIEF

**Rebels abduct air passengers**

THE COLOMBIAN army is searching for the passengers of an airliner hijacked by suspected left-wing rebels and forced to land on a remote airstrip in northern Colombia. People dressed in jungle fatigues then reportedly hustled the 41 passengers and five crew into canoes on the Magdalena river. Police said there were no signs of violence.

**Monitors banned from Algiers poll**

THE INTERNATIONAL Crisis Group, a political watchdog, said yesterday it had serious doubts about the legitimacy of Algeria's presidential election. The Brussels-based ICG attacked the Algiers government for refusing to allow international observers to monitor tomorrow's poll and accused the EU of washing its hands of the issue.

**Sudan ceasefire extended**


SUDAN'S GOVERNMENT and rebel armies have agreed to prolong a nine-month-old ceasefire in southern areas at risk from famine ahead of a new round of peace talks next week. The Sudan People's Liberation Army, which wants autonomy for southern Sudan, said it would extend the ceasefire for another three months.

**Airline puts down 40 squirrels**

HUNDREDS of Chinese squirrels were killed by the Dutch air carrier KLM after they escaped from a detention centre in Amsterdam. About 40 of the 440 scurried across the airstrip and boarded planes. KLM said the animals had incorrect health documents and had to be killed when the exporter refused to take them back.

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# Contempt ruling for 'evasive' Clinton

BILL CLINTON was back in legal trouble yesterday after a ruling by an Arkansas judge that he was guilty of contempt for his testimony in the sexual harassment lawsuit brought by Paula Jones.

In her judgment, Susan Webber Wright cited President Clinton's "willful failure" to obey her instructions to testify truthfully in the Jones lawsuit. "The record demonstrates by clear and convincing evidence that the President responded to plaintiff's questions by giving false, misleading and evasive answers that were designed to obstruct the judicial process."

The judge's findings related specifically to Mr Clinton's denials of a sexual relationship with Monica Lewinsky. "Simply put, the President's... testimony regarding whether he had ever been alone with Ms Lewinsky was intentionally false, and his statements regarding whether he had ever engaged in sexual relations with Ms Lewinsky likewise were intentionally false, notwithstanding tortured definitions and interpretations of the term 'sexual relations'."

Attacking his much-criticised technique of "parsing" the judge's questions to find legal loopholes, Judge Webber Wright said: "It is simply not acceptable to employ deceptions and falsehoods in an attempt to obstruct the judicial process, understandable as his aggravation with the plaintiff's lawsuit may have been."

The ruling could prove costly to the President, making him liable for thousands of dollars in costs and jeopardising his licence to practise as a

BY MARY DEJEVSKY  
in Washington

lawyer. In the first instance, Mr Clinton must pay the judge's costs for taking his testimony, and any legal costs incurred by Ms Jones as a result of his lying. Ms Jones, who recently moved back to Arkansas after agreeing an \$850,000 (£530,000) settlement with Mr Clinton, is still in dispute with her successive teams of lawyers about how much she owes them. The long-running case grew out of her accusation that Mr Clinton propositioned her for oral sex in 1991 when he was Arkansas state governor and she was a junior state employee.

While the judge eventually dismissed the case for lack of evidence of sexual harassment, this was before Ms Lewinsky testified to the existence of a relationship, and Ms Jones was contemplating an appeal at the time of the settlement.

Mr Clinton is already deep in debt as a result of legal costs incurred in this and the Lewinsky case, and can ill afford more expense. If the state of Arkansas decided to cancel his licence to practise law, he would be additionally penalised, as this would not only deprive him of a possible source of income after he leaves office, but add a mark of personal disgrace.

The President's lawyers were reported to be considering an appeal, but an early legal and political consensus appeared to be forming that he should accept the verdict rather than risk keeping the Jones case—and his own legal entanglements—in the public eye.



## Winched to safety from the flames

A CONSTRUCTION worker trapped on top of a swaying, 250ft-high crane above a raging fire (left) for more than an hour was rescued by a firefighter who dangled perilously from a helicopter cable.

The fire broke out at an old mill in Atlanta, Georgia, on Monday. The flames were licking at the cable as Matt Moseley, the firefighter, climbed on to the crane and scrambled to the end of the arm, where Ivor Sims was waiting.

Moseley strapped Sims into a harness (above) and both were lowered to the ground. Sims walked to a stretcher, and spectators applauded as he was wheeled into an ambulance. He was in a stable condition yesterday, suffering from smoke inhalation and heat exposure.

Larry Rogers, who was in the helicopter to guide the pilot and the cable, said the flames were intensely hot even 80ft above the cable. (Reuters)

# Beavers captured in Battle of Potomac

AMERICAN TIMES  
WASHINGTON

COMMUNING WITH nature American-style can entail extraordinarily complicated preparation. The higher up the income scale you go, the more special clothing and equipment you are deemed to need, supplied with outdoorsy over-enthusiasm by the vast emporiums that have beaten the track from the country's most venerated outdoors shop, L.L. Bean. These trendiest of purveyors delight in kitting you out as if to explore the Amazon, when what you had in mind was nothing more strenuous than a spot of birdwatching in the Virginia woods.

Increasingly, though, you seem not to have to go as far as Virginia in pursuit of the American wilds – and you certainly don't need that extra-light, all-weather jacket and matching magenta wet-suit. I have seen more deer on the verges of the Washington suburbs from the comfort of my car than I ever encountered in the countryside.

Wildlife is encroaching even on New York. Just a week or so ago, a wandering coyote was apprehended in Central Park. It was shot (with an anaesthetising dart, the police hastened to add), and caged for dispatch to a more conventional habitat "up-state". In Washington last week, a red-tailed hawk made news by swooping on to the White House lawn to feast on a presidential duck. Public sympathy for the savagely dissected duck, however, was muted by the relative rarity of the hawk: live and let die, said Washington coolly, as it girded for war across the ocean.

That, however, was before the beavers. To understand the fuss about the beavers, you need to know two things. Washington does not have many sources of civic pride, but it affects a communal swoon over the hundreds of Japanese cherry trees that

bloom along the tidal basin of the Potomac River at this time of year. And while hawks and ducks and deer may be two a penny in the capital, it is not every day you see a beaver.

So it was with shocked incredulity that the park service admitted last week that four of the sacred cherries had been cruelly felled. Smashed to the ground, heavy with pink blossom, they looked like ravished May queens, and the city was out for vengeance. With the most celebrated chopper of cherry trees, George Washington, long gone, suspicion alighted on two enemies of the moment:



The beaver: 'Follower of the American dream'

anti-war protesters and – perish the thought – disgruntled Serbs. Small matter that neither had been much in evidence before then.

Expert examination, however, turned up not axe marks, but tooth marks. The culprit was a beaver. Whereupon everything changed. In Beaver v Cherry Trees, this city of lawyers was split evenly. It was "save our beavers" against "save our trees" – causes equal in environmental merit, but fundamentally incompatible. The National Park

Service had the unenviable task of "doing something". It set off "slow and easy" (its words) on a twin-track policy of prevention. Vulnerable trees were encased in netting, and a \$1,500 (£940) contract was put out on the beaver: the trappers were called in.

On night two of their patrol, a spectacular success: they had their beaver – alive. But before they could claim their bounty, word came from a chastened park service: "We believe there are now two beavers. We have had sightings." On Saturday night, moonlit hosiery-strollers (their ranks now swelled with beaver-watchers and television crews) witnessed the capture of a second "furry critter" or "tree-murderer" (depending on your point of view). By Monday, though, there was talk of a third beaver, perhaps a whole family.

By now, the park service – its phone lines jammed by callers appealing for the beavers to be spared – was having to watch its language. With a real war never far away, any hint of deportation, still less species-cleansing, was off-limits. Everyone did their best.

The traps were the most humane on the market; a Pennsylvania couple offered the vacant pond on their estate, but the park service said that as celebrities, the beavers deserved to have their new address kept private.

One woman even described the beaver as a "true follower of the American Dream". He should be allowed to build again," she wrote to The Washington Post, "revel in his success and be proud of the beaver that he can become; because this is America." To which there is surely only one response: "Bravo! Bravo! God bless the Beaver – and God bless America!"

MARY DEJEVSKY

## THE INDEPENDENT Champagne Breaks

The Independent/Independent on Sunday have joined forces with SeaFrance European Life to offer you excellent discounts on holidays to Champagne. From just £49 per person you can take a break in the heart of the Champagne region, inclusive of return ferry crossing, two nights' accommodation and a complimentary bottle of champagne on your arrival.

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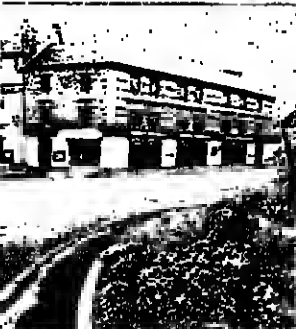
Simply call SeaFrance European Life on 0870 242 4455, quoting The Independent Champagne Offer. To qualify for your offer you must collect four of the ten tokens printed in The Independent and The Independent on Sunday from Friday 9 April to Sunday 18 April (inclusive). At least one of the tokens must be from The Independent on Sunday. Then, to validate your offer after booking, send your tokens with the completed application form to The Independent Champagne Offer, SeaFrance European Life, 10 Kerry Street, Leeds, LS18 4AW. Please note that all bookings must be made between 10 April and 30 April 1999 (inclusive).



### PARTICIPATING HOTELS

#### Epernay, Le Thibault IV ★★

Situated 20km south of Epernay on the Champagne Route in the heart of the Champagne region, Le Thibault offers a good standard of accommodation, with reasonably sized rooms and en suite bathrooms. The hotel's restaurant is well known across the Champagne area, serving both gastronomic menus and champagne dinners. The hotel can arrange a free visit to local wine-cellars and, although this does not include wine-tasting, we're sure that it will be an insight into the Champagne world!



#### Epernay, Hostellerie de la Reine Blanche ★★★

The village of Vertus lies 20km south of Epernay on the Champagne Route in the heart of the Champagne region. The charm and warmth offered by the Hostellerie de la Reine Blanche is quite typical of the hotels in this region. The hotel has a swimming-pool, sauna and fitness room and the bedrooms are large and sumptuously decorated, with en suite bathrooms. The Hostellerie also boasts wine-cellars holding vintages dating back to 1929 to accompany its restaurant's fine gastronomic cuisine.



#### Troyes, Forêt d'Orient ★★★

Beautiful natural setting, in the heart of the Champagne region, between two lakes for water sports and on an 18-hole golf course, 15km from medieval Troyes and 100km from the Epernay champagne cellars. Relax around the heated pool, enjoy a round of golf or archery (both playable locally), or exercise in the free fitness room. The generous-sized rooms offer satellite TV, telephone and lovely bathrooms with separate w.c. The restaurant has a poolside terrace offering good-value menus. Family rooms available.



#### Reims, L'Assiette Champenoise ★★★★★

Located just 2km from the centre of Reims, with its magnificent Gothic cathedral and famous champagne cellars. Set in large grounds, this exquisite hotel offers excellent facilities and a high level of comfort in relaxing surroundings. In addition to the heated indoor swimming-pool, guests have free use of the sauna. A gastronomic experience at the popular restaurant is certainly not to be missed. All bedrooms have satellite TV and mini-bar. Buffet breakfast and private outdoor parking.



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Destination and hotel name	10/04-30/04 2 nts Ex nt	01/05-27/05 2 nts Ex nt	28/05-31/08 2 nts Ex nt	01/09-31/10 2 nts Ex nt
Epernay Le Thibault IV	49 27	59 28	69 29	59 28
Troyes Forêt d'Orient	69 28	79 29	89 31	79 29
Epernay La Reine Blanche	79 37	89 38	99 40	89 38
Reims Assiette Champenoise	89 38	99 42	109 44	99 42

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Epernay Le Thibault IV	59 27	69 28	79 29	69 28
Troyes Forêt d'Orient	79 28	89 29	99 31	89 29
Epernay La Reine Blanche	89 37	99 38	109 40	99 38
Reims Assiette Champenoise	99 38	109 42	119 44	109 42

All prices shown are per person and in pounds sterling

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HE INDEPENDENT  
Wednesday 14 April 1999

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Service had the unenviable  
task of "doing something"  
set off "slow and easy"  
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were exposed in netting  
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son crew witnessed the  
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or 'tree-murder' of a beaver  
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With a real war never far  
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The traps were the most  
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Pennsylvania couple offered  
the vacant pond on their  
estate, but the park service  
that is, the beaver. The beaver  
convinced to have their new  
pond kept private.

The German even described  
the beaver as a true follow-  
er of the American Dream.  
He should be allowed to build  
his own dam, he wrote to the  
Washington Post. "I read in  
the papers and be proud of  
the beaver that he can be  
in the measure that is Amer-  
ican. To which there is surely  
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THE INDEPENDENT

# BUSINESS

## RBS poised to renew offer of merger with Barclays

### BRIEFING

#### Roaring start for ISAs at Halifax

HALIFAX, the mortgage bank, yesterday reported that more than a quarter of a million people had taken out Individual Savings Accounts since their launch just a week ago. More than 100,000 customers had opened new cash ISAs during the week. A further 150,000 rolled over their PEP accounts into ISAs designed for stocks and shares.

#### Scapa to return £120m to investors

SCAPA, the Blackburn-based group, intends to return £120m, or about 50p a share, to shareholders after selling its paper-making products division to Völtö of Germany for £320m yesterday.

Last year the businesses sold made operating profits of £45m on sales of £263m, roughly half the entire company's business, but the market is increasingly competitive. Scapa, headed by chief executive David Dunn (pictured), will focus on its technical tapes and fastenings business, where margins have been lower but prospects are brighter. It made an operating profit of £10.1m on turnover of £92m in the six months to last September. The shares leapt 27p to 144p.

#### Johnston raises Portsmouth stake

JOHNSTON PRESS, the regional newspaper publisher, yesterday snapped up another 2.35 per cent of Portsmouth & Sunderland, taking its shareholding in the publishing and convenience store group to 17.35 per cent. Johnston paid 1.750p each for the shares, compared to the price of 1.600p it paid in January when it took a 14.99 per cent stake.

The Monopolies and Mergers Commission is investigating whether to allow Johnston, and its rivals Newsquest and News Communications & Media, to mount a full takeover bid for P&S. However, P&S last night retorted that 1.750p undervalues the company and advised shareholders to take no action.

ROYAL BANK OF Scotland was last night standing by to renew its offer of an agreed merger deal with Barclays Bank, the high street financial giant which has been left rudderless by the shock decision yesterday of its new chief executive Mike O'Neill to retire on health grounds on his first day in the job.

The Scottish bank had agreed to meet senior Barclays executives to discuss a possible merger back in February, only for the meeting to be cancelled at the last minute after Mr O'Neill had agreed to join the group.

The RBS chief executive, Sir George Mathewson, is now understood to be planning fresh overtures in the light of yesterday's developments.

The prospect of a bank mega-merger helped drive the FTSE 100 up more than 70 points to a record high of 6,513.1.

RBS and Barclays - which have both risen by 40 per cent so far this year - rose sharply again yesterday, putting on 62p to £14.25 and 46p to £19.99 respectively as merger speculation took hold.

RBS is believed to have identified potential cost savings of £200m from a merger with Barclays, in addition to the benefits it would bring to the bank by providing an instant solution to its leadership crisis. The bank has a tried and respected senior management team headed by Sir George and Fred Goodwin, the deputy chief executive who joined RBS last year from National Australia Bank.

One investment banker said yesterday: "Mathewson and Goodwin, his deputy, are an impressive team."

Because of the disparity in size, the deal would have to be structured as a reverse takeover by RBS of Barclays, with Edinburgh being given at least a symbolic role as group headquarters in order to pacify Scottish public opinion in the run up to the first Scottish assembly elections. RBS has a market capitalisation of £12bn against £20bn for Barclays.

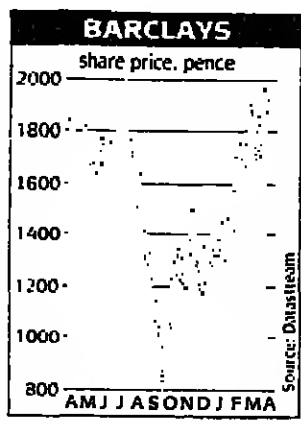
Sir Peter Middleton, Barclays' acting chief executive, insisted yesterday that the bank would not be panicked into a merger, but neither would it reject reasonable propositions out of hand.

"We've demonstrated that we can push the business forward with the divisional heads," he said.

The bank was confident that having done much of the spadework already, the beachheads Spencer Stuart would be able to come up with alternative candidates within a reasonable timeframe.

However, investment bank-

ers warned that given the current merger frenzy in Europe and the growing likelihood of Britain joining the euro zone be-



fore long, institutional investors bitten by the merger bug may not have the patience to sit tight and wait for the search for a new chief executive to bear fruit.

One financier said last night: "They have seen what has happened to bank share prices abroad where mergers have taken place. We have been waiting over a year for a merger in the UK banking sector and nothing has happened. Earnings are steady but not spectacular, business is flat: the market is looking for something else to take the FTSE on. This might be the gap everyone has been looking for."

Outlook, page 17



Terry Leahy, Tesco chief executive, at its store in Brent Cross, London, yesterday

## Tesco expands home shopping

TESCO is planning to roll out its home shopping service in stores across the country over the next few months, as the supermarket group attempts to cash in on the success of its free Internet service.

Tesco will offer the service, which allows customers to order their shopping online and have it delivered to their homes for a £5 fee, from 100 of its stores, enabling it to reach most of the country.

The move comes after a two-year trial of the service involving 11 stores, during which Tesco experimented with allowing customers to order by phone and fax. However, it has concluded that costs will be kept down if customers only order via the Internet.

"Clearly customers want the service," said Andrew Higginson, Tesco's finance director. "But you have to be red-hot on accuracy and quality if it's going to work."

Tesco expects the service to expand its customer base by tempting shoppers who cannot travel or who live too far away from a supermarket.

The offer is also likely to appeal to users of Tesco's free Internet service, which was launched earlier this year. More than 200,000 people use Tesco as their Internet provider, with a further 10,000 joining each month.

Tesco said the home shopping service would create an extra 1,500 jobs in the UK as part of a total of 10,000 that Tesco expects to create this year by extending existing stores and opening new ones. The company is also adding another 10,000 jobs to its operations in central Europe, Thailand and South Korea.

The move came as Tesco shook off the gloom in the supermarket sector to report a 7.8 per cent rise in pre-tax profits to £381m for the year to the end of February.

The rise was achieved despite last year's price-cutting campaign, which would have reduced profits by £40m. This was followed in February by another round of price cuts that will cost Tesco £80m on an annualised basis.

Tesco said like-for-like sales growth of 4 per cent was due to a 2.5 per cent increase in sales volumes and a 1.5 per cent rise in prices, the result of higher taxes on tobacco and petrol.

Terry Leahy, Tesco's chief executive, said 1998 was a "challenging" year for the industry despite the recent conclusion by John Bridgeman, the director general of the OFT, to refer the supermarket industry to the Competition Commission.

By PETER THAL LARSEN

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## One2One slashes its call rates

ONE2ONE, the mobile phone network currently up for sale, yesterday tried to claw back some of the ground it has lost to its rivals in the competitive mobile phone market by slashing its call rates.

From the end of April, One2One will charge just 10p a minute for daytime calls and 2p a minute for evening and weekend calls. The tariffs, which apply regardless of whether calls are local or national, mean that at some points of the day using One2One will be cheaper than using a British Telecom fixed-line phone.

Tim Samples, One2One managing director, said the simplicity of the new tariffs would appeal to customers, who often complained that mobile phone prices are too confusing.

He added that the tariffs would also encourage people to give up their fixed-line phones. "We connect 110 million calls a week and have ample opportunity for more," he said. "The average household uses their BT line for 700 minutes a month. I want some of that."

One2One is the smallest of the UK's four mobile phone operators with a 15 per cent share of the market. In recent months the network has lost ground as Cellnet and Vodafone signed up millions of new customers with their popular "pay-as-you-go" services.

Mr Samples said the new rates would also be made available to users of One2One's own pay-as-you-go service, Up2You, who currently pay 40p a minute for calls. However, in order to take advantage of the rates, users will also have to pay a tariff of at least 50p a day.

Mr Samples justified the change by arguing that it was important to encourage customers to use their phones. "This is not just about seeing who can connect the most customers," he said.

Industry analysts yesterday played down suggestions that the mobile phone market was about to be plunged into a price war. "One2One had been losing market share and this allows them to take the initiative," said Justinian Clifford-Bowles, a telecoms analyst at Commerzbank. "But it certainly isn't a revolution."

Other operators were also dismissive, stressing that network quality was just as important to new customers. "One2One has to be careful that people don't end up thinking they are cheap for a reason," said One.

A recent survey by Ofcom, the telecoms watchdog, identified One2One as one of the least reliable networks, although the company claims its own surveys put it ahead of its rivals in terms of reliability.

Mr Samples said he expected average revenues per customer to remain stable as users increase usage in response to the tariff cuts. Contract customers now spend £480 a year, while pre-pay customers spend more than £200.

Analysts value the company, expected to report earnings before interest, tax, depreciation and amortisation of £100m this year, at £7bn to £11bn.

## Laporte's £1.5bn deal founders on Hoechst veto

LAPORTE, the UK fine chemicals group, was yesterday forced to scrap plans for a £1.5bn takeover by the chemical giant Clariant after strong opposition from Hoechst, the Swiss group's largest shareholder.

The British group baffled the City when it said that talks with a potential bidder had ended, less than 24 hours after admitting it was discussing an offer. The collapse sent Laporte shares crashing 12.5 per cent to 667.5p.

Sources close to the deal said the embarrassing U-turn was prompted by Hoechst's last-minute opposition. The German chemicals and pharmaceutical group, which holds 45 per cent of Clariant, is believed to have vetoed the deal at a meeting with the two companies on Monday night. The German company was concerned that a Clariant-Laporte deal might jeopardise its own merger with Rhône-Poulenc of France. Hoechst needs to sell its chemical business, including its stake in Clariant, before merging with Rhône-Poulenc, and was worried that corporate action by Clariant might delay the process.

Industry sources said Hoechst could also have hesi-

tated at the prospect of financing part of the Laporte deal as Clariant was likely to add to its \$1.9bn (£1.2bn) debt to fund the takeover.

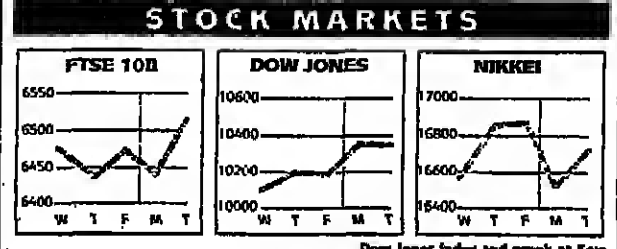
"It was a do-or-die deal, they went for agreement from Hoechst and they were refused," one insider said. Another source said the deal cleared all relevant hurdles before foundering on Hoechst's concerns. "This is not about price, nor management, personalities, strategy, due diligence or competition issues," he said.

Analysts said the collapse of the takeover was a huge embarrassment both for Clariant and Laporte's chief executive, Jim Leng. They said the demise of the deal would prompt other chemicals groups to bid for the UK company. "Laporte is in play now. The fact that they were willing to agree a takeover

means they are now up for sale," said one analyst.

Industry experts said the US group PPG and some European players, including Viag and Degussa-Huels of Germany, could enter the fray.

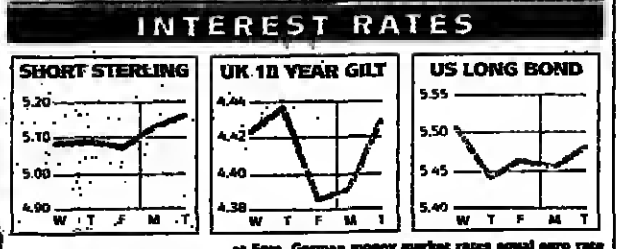
This is the second setback in four months for Clariant's expansion plans. Last year the group dropped plans for a \$8.1bn merger with Swiss rival Ciba Specialty Chemicals.



FTSE 100, Dow Jones and Nikkei at 5pm

### INDICES

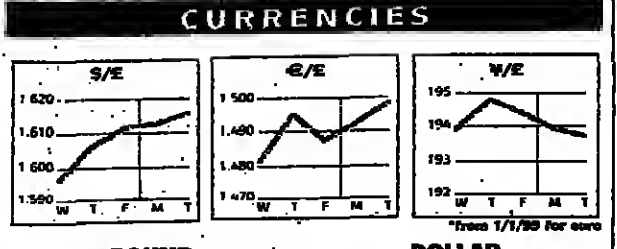
Index	Close	Change	Change (%)	52 wk high	52 wk low	Vol
FTSE 100	6513.10	71.90	1.12	6512.10	4599.20	2.40
FTSE 250	5992.40	33.50	0.60	5970.90	4247.60	3.13
FTSE 350	3088.60	31.80	1.04	3084.40	2210.40	2.51
FTSE All Share	2986.26	28.90	1.01	2982.22	2145.53	2.55
FTSE SmallCap	2428.69	10.70	0.44	2399.80	1834.20	1.49
FTSE Hedging	1319.30	1.80	0.14	1512.10	1046.20	3.82
FTSE AIM	889.80	8.40	0.95	1146.90	781.30	1.14
FTSE Europe100	3035.36	39.04	1.30	3079.27	2018.15	1.91
FTSE Europe200	1306.15	16.52	1.28	1332.07	880.63	1.84
Dow Jones	10346.44	13.59	0.13	10340.62	7400.30	1.53
Nikkei	16715.16	207.76	1.26	17166.06	12787.90	0.78
Hong Kong	11899.69	154.95	1.32	11919.83	6544.79	2.98
Dax	5129.18	40.02	0.78	6217.83	3833.71	1.57
S&P 500	1368.43	10.79	0.79	1358.69	923.32	1.19
Nasdaq	2582.84	19.90	0.77	2606.24	1357.09	0.28
Toronto 300	6993.50	11.32	0.16	7837.70	5320.90	1.51
Brazil Bovespa	11214.04	196.61	1.72	12339.14	4575.69	3.14
Belgium Bel20	3327.75	4.16	0.13	3713.21	2696.26	1.98
Amsterdam AEX	540.89	4.82	0.90	600.65	365.58	1.85
France CAC 40	4367.41	12.79	0.29	4416.80	2811.21	1.68
Milano MIB30	36925.00	288.00	0.79	39170.00	24175.00	1.04
Madrid Ibor 35	10120.80	81.60	0.81	10989.80	6869.90	1.66
Irish Allshare	5437.91	86.22	1.61	5581.70	3732.57	1.52
S Korea Comp	689.80	0.16	0.02	700.44	277.37	1.00
Australia ASX	3076.30	38.10	1.25	3078.50	2386.70	3.02



As Spm. German money market rates equal euro rate

### MONEY MARKET RATES

Index	3 month	6 month	12 month	18 month	24 month	36 month	48 month	60 month
UK	5.32	5.23	5.32	5.22	5.43	5.32	5.43	5.24
US	5.00	4.86	5.21	4.57	5.10	5.55	5.48	5.44
Japan	0.16	0.52	0.23	0.47	1.60	4.26	2.35	4.14
Germany	2.65	0.98	2.72	1.20	3.83	1.02	4.80	4.50



From 1/1/95 for euro

### OTHER INDICATORS

Index	Close	Chg	Tr Age	Index	Close	Chg	Tr Age
Brent Oil (\$)	14.99	0.83	13.05	GOP 115-40	3.00	112.04	Mar
Gold (\$)	283.55	0.80	311.15	RPI	163.70	2.10	160.33
Silver (\$)	4.89	-0.09	6.41	Base Rates	5.25	7.25	

www.bloomberg.com/uk SOURCE: BLOOMBERG

### TOURIST RATES

Country	Rate	Country	Rate
Australia (\$)	2.4544	Mexican (nuevo peso)	13.94
Austria (schillings)	19.92	Netherlands (guilders)	3.1928
Belgium (francs)	58.57	New Zealand (\$)	2.8624
Canada (\$)	2.3465	Norway (kroner)	12.20
Cyprus (pounds)	0.8368	Portugal (escudos)	289.27
Denmark (kroner)	10.85	Saudi Arabia (rials)	5.8818
Finland (markka)	8.6453	Singapore (\$)	2.6318
France (francs)	9.5069	South Africa (rand)	9.5706
Germany (marks)	2.2444	Spain (pesetas)	240.62
Greece (drachma)	470.73	Sweden (kronor)	13.08
Hong Kong (\$)	12.13	Switzerland (francs)	2.3370
Ireland (pounds)	1.1402	Thailand (bahts)	55.16
India (rupees)	62.00	Turkey (liras)	588060
Israel (shekels)	6.0100	USA (\$)	1.5774
Italy (lire)	2821		
Japan (yen)	190.59		
Malaysia (ringgits)	5.8254		
Malta (lira)	0.6134		

## AROUND THE WORLD'S MARKETS

### LONDON

FOOTSEE INDEXED to yet another peak. The index ended just below its day's best, up 71.9 points to 6,513.1 - its first close above 6,500. Supporting indices were also strong. Turnover again topped 1.1 billion shares. Tesco, on results, led the Footsie leader board with a 9.75p gain to 188.25p, with Amvescap, the US fund manager, not - in percentage terms - far behind with a 38p gain to 670.5p. Barclays, on the brief reign of chief executive Michael O'Neill, rose 46p to 1,919p. Derek Pain, page 19

### NEW YORK

US STOCKS were trading water at midday, paring gains amid jitters over Intel earnings - due out after the market closed - and the Kosovo crisis. The Dow Jones Industrial Average was off 2 points, or 0.02 per cent, at 10,342, having been as much as 79 points higher earlier in the day. Technology stocks bore the brunt of the jitters over the announcement from the computer chip manufacturer Intel, and the Nasdaq was down 18 points to 2,381.

### TOKYO

TOKYO STOCKS finished the day modestly higher, with Monday's rise on Wall Street tempering fears of a sharp correction in stock prices. But investors remained wary ahead of an earnings announcement from the US computer chip giant Intel, made after the New York stock market closed last night. The Nikkei index closed up 207.76 points - or 1.26 per cent - at 16,715.16, while Nikkei futures closed up 180 at 16,740.

### HONG KONG

WALL STREET'S record Monday close pushed Hong Kong stocks to their highest levels in almost 18 months. The Hang Seng Index closed 154.95 points higher at 11,899.89, having earlier hit an intra-day high of 11,956.43. Howard Gorges, a director at South China Brokerage, said: "The blue-chips are doing well and there is interest in second-line counters and companies announcing corporate news." Dealers said further gains were likely to be capped at 12,000.

### PARIS

THE PARIS bourse set its second consecutive closing record for 1999, despite fears that the conflict in the Balkans will escalate. The Cac-40 hit an intra-day high of 4,410.27, but tumbled by almost 100 points following reports that Serb troops had crossed into Albania. The index eventually closed up 0.28 per cent at 4,367.41. One dealer said: "We saw a knee-jerk reaction to the news of the Serbs in Albania, and from now on the action there will bring increasing pressure on sentiment."



<b>Ameri ABN Parabolic Ltd</b>									
Assets	47.98	55.95	0.46	0.00	5.00				
Equity Income	18.42	174.41	81.43	4.38	3.00				
Equity Income	378.04	432.13	17.86	0.00	0.00				
Equity Income	10.00	0.00	0.00	0.00	0.00				
Equity Income	106.75	112.50	0.30	0.00	0.00				
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THE INDEPENDENT  
ON SUNDAY

Country	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	2101	2102	2103	2104	2105	2106	2107	2108	2109	2110	2111	2112	2113	2114	2115	2116	2117	2118	2119	2120	2121	2122	2123	2124	2125	2126	2127	2128	2129	2130	2131	2132	2133	2134	2135	2136	2137	2138	2139	2140	2141	2142	2143	2144	2145	2146	2147	2148	2149	2150	2151	2152	2153	2154	2155	2156	2157	2158	2159	2160	2161	2162	2163	2164	2165	2166	2167	2168	2169	2170	2171	2172	2173	2174	2175	2176	2177	2178	2179	2180	2181	2182	2183	2184	2185	2186	2187	2188	2189	2190	2191	2192	2193	2194	2195	2196	2197	2198	2199	2200	2201	2202	2203	2204	2205	2206	2207	2208	2209	2210	2211	2212	2213	2214	2215	2216	2217	2218	2219	2220	2221	2222	2223	2224	2225	2226	2227	2228	2229	2230	2231	2232	2233	2234	2235	2236	2237	2238	2239	2240	2241	2242	2243	2244	2245	2246	2247	2248	2249	2250	2251	2252	2253	2254	2255	2256	2257	2258	2259	2260	2261	2262	2263	2264	2265	2266	2267	2268	2269	2270	2271	2272	2273	2274	2275	2276	2277	2278	2279	2280	2281	2282	2283	2284	2285	2286	2287	2288	2289	2290	2291	2292	2293	2294	2295	2296	2297	2298	2299	2300	2301	2302	2303	2304	2305	2306	2307	2308	2309	2310	2311	2312	2313	2314	2315	2316	2317	2318	2319	2320	2321	2322	2323	2324	2325	2326	2327	2328	2329	2330	2331	2332	2333	2334	2335	2336	2337	2338	2339	2340	2341	2342	2343	2344	2345	2346	2347	2348	2349	2350	2351	2352	2353	2354	2355	2356	2357	2358	2359	2360	2361	2362	2363	2364	2365	2366	2367	2368	2369	2370	2371	2372	2373	2374	2375	2376	2377	2378	2379	2380	2381	2382	2383	2384	2385	2386	2387	2388	2389	2390	2391	2392	2393	2394	2395	2396	2397</
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**Scope of Inquiry**

The UK's

**Printer**

**Scanner**

**Extra Items**

**Price Options**

**Delivery Date: April 2000**

**HP Extra Plan**

**771107**



# RBS merger may be best for Barclays

IS BARCLAYS still accident prone, or is there something seriously wrong? The stock market took one look at the bank's latest embarrassing setback - the failure of its new chief executive to spend any more than a couple of hours in the job - and decided that probably, on balance, it didn't really matter. If the yawning management gap now apparent at the top of Barclays helps shift the logjam over banking consolidation in Britain, it might actually be rather good news, the stock market figured.

Since a merger with National Westminster Bank, or any other "English" clearer, is almost bound to be ruled out on competition grounds, the only obvious candidates would be the two Scottish banks, of which Royal Bank of Scotland must be the front runner. With a market capitalisation of little more than half that of Barclays, any such proposal would essentially have to be framed as a management buy-in, or reverse takeover. Demoralised, bemused and out to lunch though what is left of the Barclays board might be, is this something it could reasonably contemplate?

Certainly Sir George Mathewson.



OUTLOOK

Royal Bank of Scotland's chief executive, is ambitious and accomplished enough to pull it off. The cost savings to be had from not being as dramatic as with an English clearer, but in retail banking and corporate lending they might still add up to several hundred million annually. Furthermore, it would provide some kind of a solution to the problem of who to lead Barclays into the next millennium.

Barclays' chances of attracting another top notch banker from the US like Mike O'Neill would seem to be slim. Even if one were available for hire at short notice, nobody likes being second choice, and in any

case, nearly everyone who's any good is locked into US remuneration packages that would make any such acquisition prohibitively expensive. Executives of Mike O'Neill's ability who are also prepared to do the job at a reasonable rate, are in short supply.

Sir George would undoubtedly have been on Barclays' original shopping list for the job, but there would be no good reason for Sir George, at this relatively late stage in his career, to ditch his Edinburgh power base for the snakepit of London. If he could bring it with him, however, that might be a different matter.

The only probable alternative to Barclays' management problems would appear to be an internally groomed candidate, but even if there is someone of sufficient calibre waiting in the wings, this solution is unlikely to be as pleasing to the City as a fully fledged merger.

Martin Taylor, the previous chief executive, always believed a further big consolidation of British banking inevitable, and during his time at Barclays he made several failed attempts to bring it about. It's ironic, but by walking out in the way he

did and prompting the present vacuum in leadership, Mr Taylor may end up achieving his aim after all.

## Banking review

IF THE Office of Fair Trading could find no good reason for investigating the banks, what chance does Don Cruickshank have of discovering anything seriously untoward, still less of coming up with any practical remedies. The luckless Mr Cruickshank whose other day job is trying to persuade business to prepare for the millennium bug, was wheeled out yesterday to give an "update" on his Treasury inspired review of British banks - and very little he had to say about it too.

The OFT, it seems, was not convinced there was sufficient prima facie evidence of anti-competitive behaviour to merit a competition inquiry. John Bridgeman, felt uncomfortable enough ordering a Competition Authority probe of the supermarkets. With the banks, he put his foot down.

Which is how the whole thing ended up with Mr Cruickshank. Gordon Brown, the Chancellor, is convinced that the banking system is

failing small business and failing the British economy, and he's determined to prove it. But if this investigation is not really about competition, what is it about? The line from the Treasury is that banking is an immensely important part of the economy - which is true enough - and, as such, it is vitally important to make sure that the sector works as efficiently as possible.

While this is a laudable objective, it is not obvious that Mr Cruickshank's review - which is starting to look in danger of descending into the type of theoretical mumbo jumbo that dogged the OFT supermarkets probe - is the most sensible way of going about things. For the time being, he's merely contributing to the banks' supposed inefficiency by taking up so much of their time.

None of this is to say that fostering competition is unimportant or that Britain's banks (or Britain's supermarkets) couldn't do a lot to improve customer service and cut charges. But as dull and as boring as it may sound, the best thing that the Treasury can do to give the fat and lazy parts of the UK economy a wake-up call is to get the macro-economy on track and let the market do the rest.

Stamping on flagrant competition abuses and ensuring that public policy does not distort entrepreneurial incentives obviously require government attention.

The seemingly endless reviews and consultations, the convoluted theoretical studies that this government appears so prone to are probably harmless enough in themselves, but it seems unlikely they are going to shed much light on the darkness. When it comes to encouraging business, any number of well intentioned reviews is no substitute for getting the macro-economy right, cutting red tape, and reducing corporate taxes.

in the way our pensions are invested. Pension fund trustees, probably more than any other kind of investor, are particularly prone to the tyranny of the benchmarks - rightly so in some respects given that they have a duty to ensure their pensioners' money keeps up with the market. But it also leads to some odd distortions and a tendency to invest disproportionately in UK domiciled companies. In today's increasingly global economy, this is a silly and outdated approach to investment.

At root, however, this is caused not by the stupidity of pension trustees, but by the madness of the indices. The index we all watch, the FTSE 100, is not really representative of anything any longer. A mix of pure UK plays and large multi-nationals that have more in common with the constituents of the Dow Jones Industrial Average than the great bulk of British companies, it ought to be consigned to the dustbin of history.

There is an urgent need for new indices against which investors can benchmark themselves - an index of global companies that includes foreign as well as British concerns, and much better thought out national indices.

## Scope of banking inquiry is widened

DON CRUICKSHANK, the former director-general of Ofst, yesterday widened the scope of his inquiry into the banking sector and rejected calls from banks to exclude large parts of their business from the review.

Consumer concerns - such as the transparency of banking charges - will now be included in Mr Cruickshank's inquiry, initiated last November by the Chancellor of the Exchequer. Mr Cruickshank, who yesterday released a progress report, said he also intended to study the impact of electronic money on banking competition.

Mr Cruickshank said: "The rapidly expanding use of e-money offers a great opportunity for increasing competition, particularly in money transmis-

sion services. It would be a pity if this opportunity were lost."

The former Ofst leader - asked to look into the sector after the Office of Fair Trading told the Treasury there was insufficient evidence of anti-competitive behaviour to merit a competition inquiry - said he had rejected calls to exclude business banking from the probe.

Responses to January's consultation document revealed that neither banks nor most of their customers believed there were problems in the supply of credit to small and medium enterprises (SMEs). However, Mr Cruickshank said he remained unconvinced that the issue of SME credit was prob-

lem-free. He said previous experience had taught him that customers in markets "where there may be no real choice" may find it hard to tell whether or not they receive good service.

So-called "merchant acquiring" - credit and debit-card acceptance in retail outlets - will be a key part of Mr Cruickshank's inquiry, as will a detailed study of banking profitability. "You can't come to a competition conclusion without understanding prices and profitability," Mr Cruickshank said.

The inquiry is at the "data collection phase", and Mr Cruickshank said he hoped to begin forming preliminary conclusions in the autumn before publishing the report in the winter.

Outlook, above



Cruickshank: Inquiry will cover banks' profitability

## Three more directors quit CSG

THE BID by Michael Ashcroft, the Conservative Party treasurer, for recruitment firm Corporate Services Group took another twist yesterday as three directors caved in to shareholder pressure and resigned.

The departures of non-executives Ronald de Young and Tim Holland-Bosworth and acting chairman Ralph Hulbert follow last week's resignation of chairman Jeffrey Fowler. They could scupper the £222m bid by New Carlisle, a service compa-

ny controlled by Mr Ashcroft. Under the terms of the complex offer, the entrepreneur has the right to walk away if the composition of the board changes.

New Carlisle said yesterday its advisers were in talks with the takeover panel over whether its offer should be withdrawn.

The resignations are another concession to three key CSG shareholders who want to replace the board to put an end

to CSG's abysmal performance. Mercury Asset Management, M&G and Schroders, which own around 31 per cent of CSG, were also boosted yesterday when the company agreed to call an extraordinary meeting to vote on their candidates for the board positions. They claim to have the required 50 per cent majority to install Michael Davies, National Express chairman, Gilles Avenel, finance director of insurer Sun Life & Provincial, and Peter Button as directors.

COMPANY RESULTS						
Name	Turnover (£)	Pre-tax (£)	EPS	Dividend	Pay day	X-6m
Automotive Precision Holdings (F)	25.2m (26.7m)	0.825m (2.458m)	0.5p (4.3p)	0.6p (2.1p)	-	-
Peter Black Holdings (F)	155.19m (173.8m)	21.7m (-)	23.6p (21.39p)	3.5p (-)	-	-
Claxton (I)	23.67m (23.91m)	4.0m (5.01m)	9.88p (12.01p)	4.10p (4.10p)	-	-
Glaxo Wellcome (F)	-	18.278m (1.145m)	4.25p (0.21p)	-	-	-
Prescott (I)	93m (56.24m)	4.99m (4.49m)	3.71p (4.52p)	1.14p (1.05p)	-	-
Rugby Estates (SF)	0.52m (2.73m)	8.2m (3.75m)	30.7p (13.8p)	2.91p (2.85p)	-	-
Jefferson Smith Group (F)	1.2.88m (2.57m)	171.82m (150.18m)	2.4p (0.9p)	2.91p (4.62p)	-	-
Tesco (F)	16.53m (17.447m)	942m (745m)	6.14p (5.97p)	4.12p (3.67p)	-	-
Torriday & Carlisle (F)	19.76m (19.83m)	1.34m (1.37m)	3.9p (6.2p)	0.5p (-)	-	-
Kentridge Group (10 months)	-0.084m (-)	-0.051m (-)	-0.50p (-)	nil (-)	-	-

(F) - Fiscal (I) - Interim (Q) - Quarterly (SF) - Split Period (N) - Nine Months \* Before Exceptionals

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Recommended offer by Apex Partners & Co. Capital Limited on behalf of Novaside Limited for Novaside Group PLC

Apex Partners & Co. Capital Limited ("Apex Partners") announces on behalf of Novaside Limited ("Novaside") that by means of a formal offer document dated and posted on 9 April 1999 (the "Offer Document") and by means of this advertisement, Apex Partners is making a recommended offer ("the Offer") on behalf of Novaside to acquire all of the issued and to be issued share capital of Novaside Group PLC ("Novaside"). This advertisement alone does not constitute and must not be construed as an offer to acquire shares. Novaside has received irrevocable undertakings from those Novaside directors who are shareholders to accept the Offer in respect of their entire beneficial interests in Novaside Shares, representing approximately 83.4% of the issued share capital of Novaside. These undertakings may not be withdrawn. Terms defined in the Offer Document have the same meaning in this advertisement.

Subject to the Offer becoming or being declared wholly unconditional, an Avonside Shareholder who validly accepts the Offer will receive 55p in cash for each Avonside Share.

The Offer values all of the issued and to be issued share capital of Avonside at approximately £22.38 million. The Offer represents a premium of 37.5% over the closing middle market price of 34p for an Avonside Share on 5 January 1999, the last day of business before the board of Avonside announced that it was in discussions which might or might not lead to an offer being made for the whole of the issued share capital of Avonside. No final dividend will be paid in respect of the year ended 31 December 1998 if the Offer becomes or is declared unconditional in all respects.

The full terms and conditions of the Offer (including details of how the Offer may be accepted) are set out in the Offer Document and Form of Acceptance.

Avonside Shareholders who accept the Offer must rely only on the Offer Document and the Form of Acceptance for all the terms and conditions of the Offer.

The Offer is, by means of this advertisement, being extended to all persons to whom the Offer Document may not be dispatched who hold, or who are entitled to have allotted or issued to them, Avonside Shares. Such persons are informed that copies of the Offer Document and Form of Acceptance are available for collection from Apex Partners & Co. Capital Limited at 15 Portland Place, London, W1N 3AA.

The Offer, which has been made by means of the Offer Document and this advertisement will be open for acceptance until 3.00pm on 30 April 1999 (or such later time(s) and/or date(s) as Novaside may, subject to the Code, decide).

The Independent Directors (who comprise David Humphrey, Neil O'Brien and Nicholas Talbot Rice), being the Directors who do not have any interest in Novaside and who will not have any continuing involvement with Novaside if the Offer is successful, have taken responsibility for considering the Offer on behalf of Avonside and, together with their professional advisers, for reaching conclusions on the appropriate recommendation to Avonside Shareholders. Taking into account the factors set out in the Chairman's letter in the Offer Document, the Independent Directors of Avonside, who have been so advised by Albert E Sharp Securities, consider the terms of the Offer to be fair and reasonable. Accordingly, the Independent Directors of Avonside unanimously recommend all Avonside Shareholders to accept the Offer as they have undertaken to do in respect of their own beneficial holdings of 107,000 Avonside Shares, representing approximately 0.26% of the issued share capital of Avonside. In providing advice to the Independent Directors, of Avonside, Albert E Sharp Securities has taken into account the commercial assessments of the Independent Directors of Avonside. Following the Offer having become or being declared unconditional in all respects, Craig Slater will subscribe for equity in Novaside. He has not therefore participated in the Independent Directors' recommendation.

The Offer is not being made directly or indirectly, and the Offer Document and Form of Acceptance are not being and must not be mailed or otherwise distributed or sent, in whole or in part, in or into or from, the United States, Canada, Australia or Japan.

This advertisement is not being published in or otherwise distributed or sent in, into or from the United States, Canada, Australia or Japan and persons reading this advertisement or wishing to accept the Offer (including custodians, trustees and nominees) must not distribute or send this advertisement, the Offer Document nor the Form of Acceptance (nor any related document(s)) in, into or from the United States, Canada, Australia or Japan nor use the United States, Canadian, Australian or Japanese mails or any such means, instrumentality or facility for any purpose, directly or indirectly, in connection with the Offer and doing so will invalidate purported acceptances of the Offer.

All Avonside Shareholders (including custodians, trustees and nominees) who would otherwise intend to forward any of the documents relating to the Offer to any jurisdiction outside the UK should seek appropriate advice before taking such action.

This advertisement is published on behalf of Novaside by Apex Partners and has been approved by Apex Partners solely for the purposes of section 57 of the Financial Services Act 1986.

Apex Partners, which is regulated in the United Kingdom by The Securities and Futures Authority, is acting for Novaside in connection with the Offer and no-one else and will not be responsible to anyone other than Novaside for providing the protections afforded to customers of Apex Partners or for giving advice in relation to the Offer.

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The directors of Novaside, the directors of Alchemy Partners (Guernsey) Limited (which manages the Alchemy Investment Plan, which is investing in Novaside) and the partners of Alchemy Partners listed in the Offer Document accept responsibility for the information contained in this advertisement other than the recommendation of the Independent Directors. The Independent Directors accept responsibility for their recommendation in this advertisement. To the best of the knowledge and belief of these respective parties (having taken all reasonable care to ensure that such is the case), the information contained in this advertisement for which they are collectively responsible is in accordance with the facts and does not omit anything likely to affect the import of such information.

14 April 1999

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## SPORT

Hillsborough: Ten years ago tomorrow a Sheffield stadium witnessed the worst tragedy in British sporting history

## The open gate that led to death

BY NICK HARRIS

LIVERPOOL AND Nottingham Forest travelled to Sheffield on 15 April 1989 to contest an FA Cup semi-final, just as they had done in the same competition in the same place the previous year. Under the headline "Welcome Back" in the match programme, the Sheffield Wednesday chairman, Bert McGee, wrote: "As you look around Hillsborough you will appreciate why it has been regarded for so long as the venue for all kinds of important matches. It is a stadium that befits such occasions and the large crowds they attract." On the final page was the message: "Good luck to both teams, and have a safe journey home." The events that day were to cost 96 people their lives.

It had been a bright, sunny afternoon. Many of the 54,000 supporters arrived early and took their places in the allotted ends of the ground, the Forest fans primarily on the Spion Kop, and the bulk of the Liverpool fans in the West Stand at the Leppings Lane end. The pre-match mood was later described in Lord Justice Taylor's inquiry into the disaster as "one of carnival, good humour and expectation".

The terraces of the Leppings Lane stand had only seven turnstiles to serve 10,000 ticket-holders. The first to arrive poured into pens No 3 and No 4 behind the goal, and the centre of the terrace quickly became congested. Just before 2.30pm, the number of people in Leppings Lane increased dramatically and suddenly there were 5,000 queuing to get in.

At 2.47pm, Supt Roger Marshall, in charge of the section, became concerned that those waiting outside were in danger of being crushed and he called for another entrance (gate C) to be opened. At 2.52pm Supt Marshall was granted permission by Chief Supt David Duckenfield, the man in overall charge of policing. Against the advice of stewards, 2,000 fans piled in. It was evident that there were problems, but calls by police inside the ground to delay the match went unanswered.

Once through the gate, the 2,000 found themselves in an open area, off which there was a 23-metre tunnel leading to pens No 3 and No 4, already packed full. No one in police control had told those inside that the gates were to be opened or to redirect the supporters to the less crowded flanks of the terrace. Lack of signs inside drew people into the tunnel and into the pens. The crushing in both the tunnel and the pens, already dangerous, intensified.

"People were walking on other people's heads to get out from the crush," one supporter said the next day. "People were collapsing and people were trying to push others out of the way to help those on the floor. People were being sick. People were shouting for help to those at the front to open the gates to let them be dragged out but it seemed so slow in opening the gates."

At 2.54pm the teams came out and the crowd surged forward. In the tunnel to the pens, people were packed



A carpet of flowers dedicated to the Hillsborough dead covers the pitch at Anfield following the disaster which claimed 96 lives

Daily Mirror

so tightly they could not breathe. "There was an old bloke next to me," one fan said. "He asked me to hold his head in my arms. He said to me 'help me' and then he just died in my arms." Behind them people were still coming in, stopping any retreat.

At 3pm the match kicked off and there was another surge at the front. Calls for the fencing to be pulled down were ignored and some supporters were pulled from the terrace by those in the stand above.

"The pressure stayed and for those crushed breathless by it, standing or prone, life was ebbing away," said the report. Some started to climb over the high, spiked fences on to the perimeter track. On the pitch, Liverpool's Peter Beardsley hit the post at 3.04pm and there was another surge. "It was mainly

youngsters in front of me," said one fan who had been close to the fencing. "I realised it was serious when I saw one of the lasses standing near me just turn blue in the face. She went down. She was dead. That was it." Lord Justice Taylor said later in his report: "It was truly gruesome. The victims were blue, cyanotic, incontinent; their mouths open, vomiting; their eyes staring."

Police in the control room thought the problem was crowd trouble and called for dog handlers from HQ. Such a decision seems barbaric now, but 10 years ago, with bootlegging still widespread and many football grounds inhospitable and menacing, they were not alone in their initial reaction. Closer to the pitch, Supt Roger Greenwood realised what was really happening and radioed for the

match to be stopped. When that failed, he ran on to the pitch and told the referee to get the players off.

By 3.12pm, the perimeter fencing was being pulled down with bare hands but it was too late. The dead and injured were carried away on advertising hoardings ripped down to serve as makeshift stretchers. The first ambulance arrived at Leppings Lane at 3.13pm, but access to the pitch was obstructed. Twenty minutes later, another ambulance tried to drive on to the pitch but the driver was told by a policeman: "You can't go on there, they're still fighting." Few in the ground had any idea what was happening.

At 3.47pm Kenny Dalglish, the Liverpool manager, addressed the crowd, calling for co-operation with the police and the first-aid teams. It

was 20 minutes later that the crowd received their next advice, to bold on to their tickets. "The match will be abandoned," an announcer said.

The bodies of the dead were taken to the makeshift mortuary in the Hillsborough gymnasium. There were harrowing scenes as unsympathetic and obstructive policemen denied relatives access to the bodies of their loved ones.

A number of relatives faced hours, and, in some cases, days of anxiety as they waited for information. Philip Hammond, aged 14, had gone to the game with friends. His father, Phil, saw events unfold on television and rang the coach company with whom his son was travelling. They assured him the coaches were returning full, but when Philip failed to come home and a friend called at the house to say

he had lost him in the confusion, Philip's brother Brian set off for Sheffield. Late on the Saturday night, a policeman called at the Hammond house and, seeing him, Phil said: "Don't tell me. He's dead." The policeman replied: "No, he's alive," and told Phil to phone a Sheffield number for information. At this point Brian arrived home and broke the news that he had already identified his brother's body.

The case was not isolated, and if the nightmare of the victims and their relatives had not been enough, the story that went around the world that night, courtesy of Chief Supt Duckenfield, was that the fans had brought the disaster on themselves by smashing down gate C. They had not, of course, but the truth was not a priority.

THE DAYS  
AFTER THE  
DISASTER

Sunday 16 April 1989: Liverpool announce they will play no more games until the dead are buried. The FA's chief executive, Graham Kelly, says more seats and less terracing are needed at football grounds. Sepp Blatter, then the general secretary and the now president of Fifa, says that until grounds are improved "the prospects of them [English clubs] playing again in Europe have worsened."

Monday 17: In Liverpool, the 2pm radio news starts with a roll call of the dead. The 94 names (later to rise to 96) takes 12 minutes to read. The FA says that the question of a replay lies in Liverpool's hands. Derby and Spurs start dismantling fencing at their grounds. Others contemplate doing the same. Arsenal cancel their Tuesday match against Wimbledon, against the will of the FA.

Tuesday 18: Lord Justice Taylor visits Hillsborough. Lee Nichol, aged 14, dies of his injuries in hospital to take the death toll to 85.

Wednesday 19: The first bodies return to Liverpool. Southampton play the first First Division match since the disaster and draw 0-0 with Norwich. Manager, Chris Nicholl says: "Winning and losing seems of little importance." The FA announces that Saturday's matches will start at 3.06pm.

Thursday 20: After a day of debate, Liverpool and Everton announce they will pull down fencing at their grounds.

Friday 21: The funerals of 14 victims take place in Liverpool. Queues at Anfield are half a mile long and it's estimated that 500,000 pilgrims have contributed to the blanket of flowers and scarves on the pitch.

Saturday 22: First Division matches (except Liverpool's game with Arsenal) go ahead. Liverpool comes to a halt at 3.06pm for a minute's silence.

Sunday 23: John Barnes pulls out the England squad to face Albania to attend fans' funerals.

Sunday 30: Liverpool play a friendly in Glasgow against Celtic, winning 4-0 and raising £350,000 for the Hillsborough fund and then announce they will play the FA Cup replay against Forest. (The game eventually takes place on Sunday 7 May. Dalglish's side run out 3-1 winners. They go on to win an all Merseyside final 3-2.)

Wednesday 3 May: Liverpool play their first competitive match since Hillsborough, against Everton at Goodison, in front of 45,000 people. The 0-0 scoreline is irrelevant. A banner in the Liverpool end reads: "The Kop thanks you all. We never walked alone."

## Rich elite ignore the crisis at grassroots

The Taylor Report has benefited the game's leading clubs while the rest struggle to stay afloat despite a golden age. By Glenn Moore

JUST AS people of a certain age can remember where they were when John F Kennedy was assassinated, so football fans across Britain, whoever they support, remember the game they were at on the day of the Hillsborough tragedy.

More than any of the disasters of that benighted decade – the sinkings of *The Merchesside* and *The Herald of Free Enterprise*, the King's Cross fire, even the football tragedies of Bradford and Haysel – Hillsborough struck a chord. We had been there, we all knew it could easily have been us.

Like many fans I had stood on the away terrace at Leppings Lane, like most, I had been caught in a terrace crush. Mine was five years earlier at Blundell Park where, as at Hillsborough, fans who attempted to escape by climbing over the fences were initially met with police batons.

The fear that day soon subsided. Indeed, the inherent danger of terracing even added a sense of daring to the exhilarating feeling of weightlessness experienced when you were swept along in a surging crowd.

Hillsborough changed that. Just as Kennedy's death signalled a loss of innocence for the baby boom generation, so football supporters who had always thought "it won't happen to me" had to accept it could. We had learned to live with hooliganism, partly because experienced supporters could spot trouble coming and avoid it. This was different.

Fortunately for the game, and its followers, perceptions changed in the

wider world as well. The process was slow, due to the lies put out by police and discredited by *The Sun*, but football supporters gradually came to be seen as ordinary people who had been victims, not hooligans. The game also found a saviour in Lord Justice Taylor, whose report pushed a government congenitally opposed to the game into supporting it. The Membership Card Scheme, which could have crippled football, was abandoned in favour of diverting millions of pounds of betting tax money into rebuilding its stadiums.

When, on the back of Italia 90 and Gazza's tears, a new audience was attracted to the domestic game, they were not turned off by what they found. Rupert Murdoch was one of the first to realise this and, through his Sky satellite channel, both profited from and accelerated the trend.

The consequences are all around us. Literally. Even if you do not follow the game you are assailed by its images. Football sells everything from shampoo to burgers to satellite dishes to cars to watches. For devotees the game appears to be enjoying a golden age. Players such as Dennis Bergkamp and Gianfranco Zola light up swish grounds, watched by capacity crowds drawn from across classes and genders. England may have wobbled under Glenn Hoddle but the Premiership, which has semi-finalists in two European competitions, is avidly followed from Australia to Norway. Multinational companies, not content with scrambling to sponsor

players, competition and clubs, seek to buy the latter.

Which is where doubts emerge. Last week's ruling that prevented BSkyB taking over Manchester United was as welcome as it was unexpected but the trend is unlikely to be reversed. The top end of the game is moving away from its bedrock support both in terms of people and structure.

Working class supporters, the young men who sustained the game during its years of decline, are being priced out at the turnstile. Lower division clubs, the countryside fabric

of the game, are being cut adrift.

During the seven months in which BSkyB pursued its £633m bid for United, two clubs, Portsmouth and Crystal Palace, went into administration while Luton called in the receivers. They joined Chester, who have been in administration since the start of the season, and follow Gillingham, Bournemouth, Exeter, Northampton, Barnet and Millwall, who have had

pool a few weeks ago when an employee had to return a £5 pack of polystyrene cups because there was not enough money in the petty cash. Meanwhile, Robbie Fowler can probably afford to pay the £50,000 fine he received from the Football Association last week from his current account.

Nor have the bulk of these clubs benefited from the Government's post-Hillsborough largesse. The priority, following the Taylor Report, was the reconstruction of grounds in the top two English divisions and the Scottish Premier and the bulk of the £130m initial investment went into improving already large and reasonably impressive grounds. Arsenal, Chelsea, Leeds, Liverpool and Tottenham all received around £2m while Manchester United were granted £1.4m, just over a 10th of the money they invested in Dwight Yorke this season.

Now clubs outside the elite are trying to develop, or move from, their often inadequate grounds, the money available to the Football Trust has

dwindled dramatically. This is due to the impact of the National Lottery on the football pools, from which the Trust receives its income.

The Premier League belatedly agreed to give £20m to the Trust after agreeing the latest TV deal in 1997. Together with £20m offered to assist youth development at League clubs this left the 20 Premiership clubs to struggle on with the remaining £703m. Meanwhile, down at the real grass

roots, the picture is even worse. The FA is supposed to be responsible for all levels of the game but despite having a keen parks player, the recently deposed Graham Kelly, as chief executive for the last decade they appear to have largely ignored this area. From the £50m the FA receives each year from commercial activities, TV rights and international matches it allocates less than £2m to football being played by the 44,000 affiliated clubs from the Vauxhall Conference down to Sunday morning leagues.

There is FA investment outside the professional game but most of it goes on the elite of the future, promising youth players. The upkeep of changing-rooms and pitches for the amateur is left to local councils, who have more urgent funding priorities, or the players themselves. This is utterly inadequate. At least the Football Trust, whose funding crisis has been eased by assistance from the FA, Professional Footballers' Association and government, intends to look at this area once they have helped the lower divisions fulfil Taylor's requirements.

When players have finished paying to play, they have to pay increasing sums to watch the professionals. Despite the Taylor Report's clear request that clubs should not take advantage of the move to seating to increase prices most have, to extortionate levels. The cheapest seat at Chelsea is £22 (uncovered) while it can even cost £16 to watch Second Division football. Meanwhile, in the directors' box, the game's fat cats count fortunes which

make even the players look like paupers. The likes of Sir John and Douglas Hall (Newcastle), David Dein (Arsenal), Doug Ellis (Aston Villa), Ken Bates (Chelsea), Alan Sugar (Spurs), Peter Johnson (Everton) and others have made actual or paper fortunes from the game but all are cast in shadow by Martin Edwards. The Manchester United chairman has realised £33m on his original £500,000 investment and still has 14 per cent of shares, estimated worth £52m, to sell.

A golden age? For these men it comes platinum-coated and diamond-studded. And yet, if television lost interest, which it might if hooliganism returned, or fashions moved on (already the sales of replica shirts, abatement of the game's popularity, are falling) the sport would be in trouble. There are a lot of clubs locked into long-term, high-wage contracts. While money is flooding into the game football should invest it, not dish it out to rapacious players and agents, or allow it to be salted away into directors' offshore bank accounts.

It should also have used its riches to look after its own: the way the game has stood by while the Hillsborough families have fought to be heard is nothing short of a disgrace.

This, however, involves people in positions of influence putting the wider interests of the game before their own. While there are bonorable exceptions it is clear that this is unlikely. Coercion may be required.

## TOMORROW

Glenn Moore on the way ahead for football, 10 years after Hillsborough  
Nick Harris on the lasting impact of the Taylor Report



# Another Ronaldo, another world

## The Brazilian who has set new standards runs in the London Marathon on Sunday. By Mike Rowbottom

**LUIS FELIPE POSSO** chooses his words carefully when asked to describe the experience of managing the world's fastest marathon runner: "He's a challenge," he says. Eventually, "The man of whom he speaks, Ronaldo da Costa, is smiling complacently for a photographer who appears to be taking the same shot, again and again. The smile does not fade — it never does, according to Posso, who has guided the fortunes of the Brazilian for the last seven years. He makes no secret of the fact that he wishes the 28-year-old from Descoberto would spend less time accommodating the wishes of others, and more time concentrating on training.

picture appeared everywhere in the media. A helicopter was waiting to take him back to his home town, 100 miles north of Rio, where he grew up in a family of 12 children. There he was paraded through the streets - before the party began.

"Since September, Ronaldo has been besieged," Posso said. "He has been to Monaco and Lanzarote to make media appearances, he has been to Italy for his shoe company. When he goes back home, fans come to his house, driving from Rio for autographs. Some simply ask him for money. He cannot get away. The television people even found out he was preparing back home before this race when he had said he was going to San Diego.

"I try to tell him there are too many distractions to his training," Posso said. "But he doesn't always listen."

Posso looks after the fortunes of some of the world's finest marathon runners. Apart from Ronaldo, he manages Dionicio Ceron, the London winner from 1994-1996, Antonio Pinto, the winner in 1992 and 1997, and the Olympic champion, Josia Thugwane.

For him, they fall into two categories. "Ceron and Pinto," he says, "they are talented hard workers. Thugwane and Ronaldo - they don't need to work hard."

How far both men can travel on talent will become evident on Sunday, when both contest the Flora London Marathon as part of what is, arguably, the strongest field ever assembled.

Ronald was in good humour yesterday as he discussed his prospects. "It's difficult to talk about running 27.96min now, because I have come from a temperature of 36 degrees to

five degrees, which is quite a difference. But I am in the same form as I was before Berlin last year. There are some very good runners here, so we will have to see what happens."

While his manager frets, however, Ronaldo maintains he feels no particular weight of expectation after taking over the world best mark from Be-layneh Dinsamo.

"It seems like it was only yesterday," he said. "There is no pressure for me."

He shrugged off his relatively poor showing in the Lisbon Half-Marathon three weeks ago, where he finished 19th in 64min 43 sec - more than three minutes slower than

his time for the second half of the Berlin race seven months ago.

"I had run 180 kilometres in the week before the race," he said. "I feel much better now I have rested properly."

Levy comes naturally to Ronaldo - asked yesterday if he prepared in any special way for a race, he replied with a wide grin: "Sex".

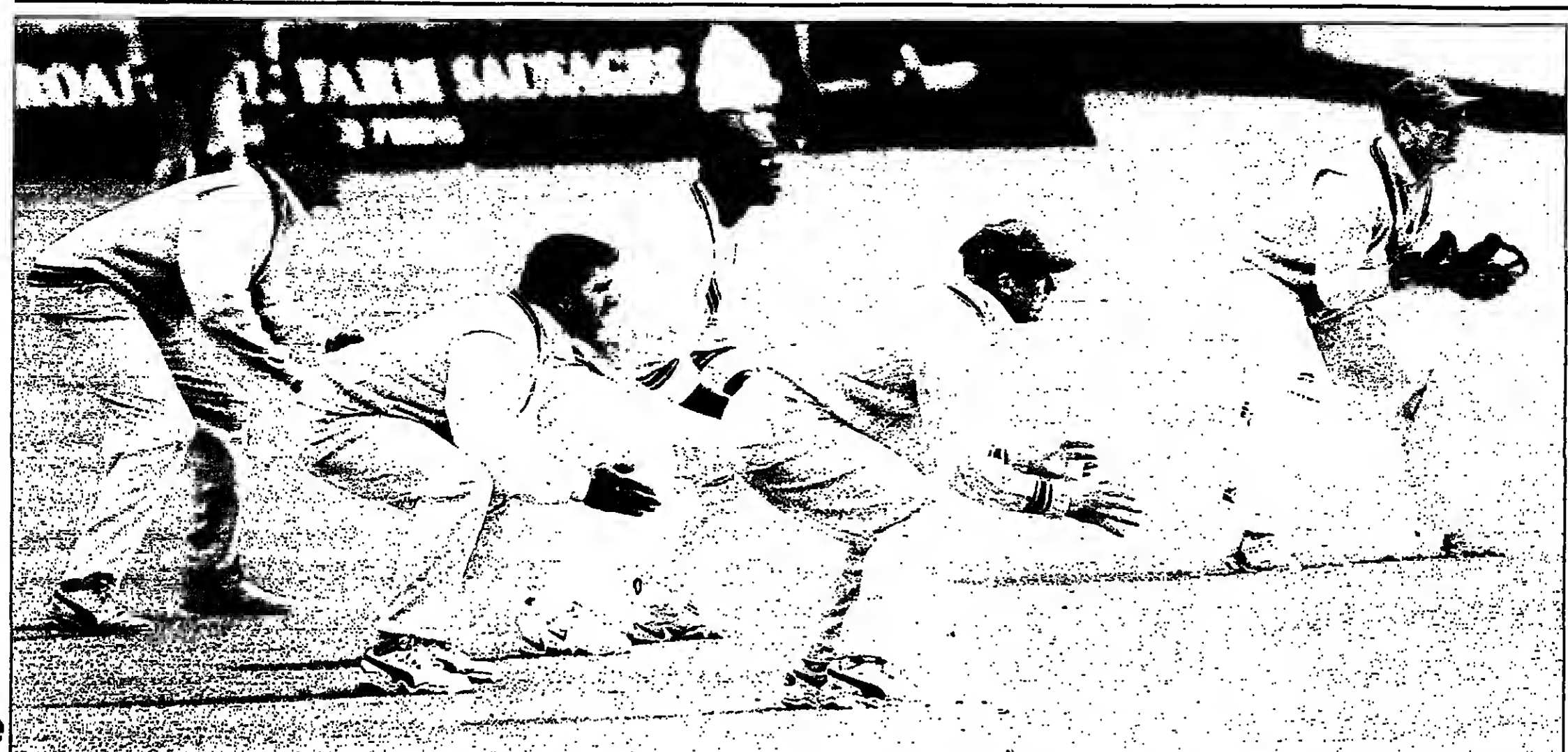
But he indicated his personal determination back in 1992 when he funded his own journey from Brazil to Florida, where he asked Posso to manage him.

He repaid Posso's confidence in him by winning a world half-marathon bronze in 1994, and recorded a highly



### Ronaldo: New-found fame

A year later, on the same flat course, creditable became incredible as Ronaldo rounded off a stupendous performance with an exuberant double cartwheel. The London organisers are hoping that what goes around comes around.



The Leicestershire spin bowler and wicketkeeper James Whitaker (right) begin the defence of the County Championship against Essex at Chelmsford yesterday. David Ashdown

# Prichard puts past woes behind him

**THE RUNS** did not exactly flood in for Paul Pritchard but, between the showers of hail and rain which enveloped the County Ground, the former Essex captain put behind him the misery of last season when every innings was an unhappy outing and ground his way to within a couple of blows of what should be his first half-century for the best part of 18 months.

Pritchard had the most appalling run of form in 1998 (so, as it happens, did Essex since they contrived to finish

As a measure of his level of concentration yesterday Prichard negotiated each stoppage, the fourth was the final one, as if it were but a brief pause. And considering he was up against Leicestershire, the defending champions, it was all the more meritorious.

It was not plain sailing. Far from it. Mike Aspinoff - an Essex old boy, kaspof just one season in 1994 - created plenty of waves and frequently beat the bat early on as Prichard and his opening partner, Darren Robinson, struggled to find their bearings.

At times, given the fight, that was understandable. Robinson looked the uneasier of the pair and it was no surprise when, having reached a scratchy 13, he finally succumbed. Chris Lewis, who was looking venomous at times from the River End, got the Essex man on to the back foot and found an edge high up the bat. Paul Nixon, one of the most underrated wicketkeepers around, took a comfortable catch.

Ian Flanagan, still only 18, sank without trace, his third ball rapping his pad when he was barely forward to give Kasprovic a deserved wicket.

Flanagan's departure set up an intriguing confrontation, since it brought Stuart Law to the crease. He is Kasprovic's Queensland captain, but there was no sign of robbingship.

Law took two runs off the burly fast bowler then survived a confident belter for leg-before. A ball or so later and Kasprovic had the misfortune to concede what appeared to be an inadvertent boundary, one that squirted over the ropes at third man.

Gradually, though, the batsmen's confidence grew. Pritchard, having passed his 1966 mark let rip with boundaries, first off Lewis, then James Ormond, and they sandwiched a far more confident brace from Law off Kasprovic, the first a fine, fine glance, the second a delicate cut.

Ormond only lasted a couple of overs from the River End before it was decided that

would probably be more effective with the wind somewhere behind him. In the event he did not get on. As James Whitaker - back in charge of the side after virtually a year out following long-term knee problems - juggled things around to effect the change of ends, a combination of a Lewis maiden from the River End and some heavy black clouds brought a premature close to proceedings. It was a day when more than 73 overs were lost to the weather.

## Surrey shine amid the showers

**FIRST-CLASS** cricket at The Oval spluttered reluctantly into something resembling life for another season yesterday after more than half a day's play was lost to a combination of torrential downpours, thunder and lightning, hail storms and April showers.

Given the inordinately early start to this summer's proceedings, the inckent weather was hardly a surprise. It has been interpreted as an almighty sign of disapproval. As it was, when the game finally got going in earnest after the players had taken an early tea, a biting gale kept Gloucestershire hands firmly in pockets and prompted an all too infre-

**BY ADAM SZRETER**  
**at the Oval**

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**Surrey 124-0 v Gloucestershire**

quent appearance by the heavy balls - painted black for some reason.

The visitors were in the field by choice, Mark Alleyne perhaps fearing for the batsmen's concentration on a day of inevitable interruption. But Mark Butcher, who will captain Surrey while Adam Holford remains on World Cup duty, and his opening partner, Ian Ward, made light of the awkward circumstances and if it turns out fine today Alleyne might be

hitting himself with some feeling by tonight.

Butcher played fluently from the start. A couple of dubious decisions to leave balls that went dangerously close to his off stump and a near run-out after a mis-understanding with Ward were the only blemishes in a half-century of sweetly timed strokes.

Ward and Butcher fell at Surrey and preferred to the more experienced Darren Bicknell, was more circumspect to begin with but grew in confidence, bringing up both the 50 and the 100 partnership with beautifully executed cover drives off Jon Lewis.

There was precious little encouragement for Gloucestershire's bowlers and Ian Harvey's spell of medium pace suggested that Courtney Walsh will indeed be badly missed at their overseas player. The Victorian all-rounder at least has another string to his bow, although he might have to wait a while longer to use it.

■ Sean Headley made the most of his second innings to give Kent an early breakthrough against Middlesex at Lords in the Championship yesterday on a day reduced to 10.1 overs by bad weather. Headley removed Mike Roseberry for six as the home side struggled to 16 for 1 at the close. Justin Langer was unbeaten on 10 and Mark Ramprakash had yet to score.

## Stewart's men state case for more cash

Under-achievers of Sharjah are forced to negotiate from a position of weakness. By **Derek Pringle**

IT WAS meant to be a trip of resolution for England's World Cup squad, but three straight losses and a row over contracts have turned their Sharjah sojourn into a war of wills between them and their employers, the England and Wales Cricket Board.

Within an hour of winning their final match against Pakistan, Alec Stewart and his squad met behind closed doors with Tim Lamb, the chief executive of the ECB, and David Acland, a non-executive member of the management board.

The meeting, which went on well into the early hours of the morning, did not pull its verbal punches and players' grievances over the current World Cup contracts were given a good airing.

Despite the passion - Darren Gough apparently gave an Olivier-class performance - it is thought that no more money is to be put on the table. Instead some of the fine detail, such as compulsory travel by team coach and the chance to take some time off to see their families, will be looked at again.

As sweeteners go, it is hardly in the buff-envelope-on-a-draughty-motorway-services class sn beloved of old-school football managers, and the

sound of 15 pens suddenly clicking the dotted line in unison is unlikely. The players will sign, but only grudgingly.

One of the sources of dispute, it seems, has been the disparity between what players were paid for a one-off tournament in Bangladesh last October (£2,000), and what they are being offered for the first stage of the World Cup (believed to be about £5,000).

The logic, if that is the right term, is that England will play five matches in stage one, as opposed to the single game played in Bangladesh. Taken to its extreme the players' argument is that if most other professions charge by the minute, why shouldn't they?

In some ways the spat has united the players though, judging by the performances on the field, it is their employers rather than their opponents, who have borne the brunt. As a general rule sportsmen have no bargaining power without results and when the West Indies drew tools to get a better pay settlement it was before, not after, their disastrous tour of South Africa.

England's cricket here has mainly been shoddy and confused. The poor batting form of Stewart, as well as his stodgy captaincy, has not helped mat-

## ed to negotiate rek Pringle

ers. Comfortably outmanoeuvred by his opposite numbers in the first two games, it was only in the final two matches that he showed any flair by keeping men up in run-saving positions.

If that was an improvement, he has two County Championship matches and two National League matches to find some touch before the World Cup squad assemble at Canterbury on 2 May.

On the positive side England must be happy that Graham Thorpe and Neil Fairbrother came through without stirring up their old injuries. Both the left-handers scored runs, too, though their final positions in the order, like the batting tactics in the first 15 overs, appear undecided.

England also have a clearer picture of what Andrew Flintoff and Angus Fraser have to offer before this trip neither would have been thought of as definite first-choice material. Yet Flintoff's power and exuberance, as well as Fraser's old-fashioned virtues of line and length, have made both compulsory selections. Providing the others can emulate them, and contracts are signed, England may yet prove a force in the World Cup.

## Broncos' Cup final appeal to Branson

## RUGBY LEAGUE

**BY DAVE RADFIELD**

THE LONDON BRONCOS are appealing to the most recognisable club chairman in the game, Richard Branson, to have a change of beard and lead them out at Wembley.

Branson, whose Virgin Group owns the club, has expressed a reluctance to muscle in on the big day, but the Broncos' chief executive, Tony Rea, is trying to persuade him to take centre stage for the Silk Cut Challenge Cup final on 1 May. "He says it's the team's day, but the team wants him to lead them out and I think he will," Rea said.

Rea was due to talk today to Branson, who is out of the country, to pass on the players' request that he should precede them out of the Wembley tunnel on the last time it will figure in a rugby league final. "Just from the point of view of the profile of the club, it would be a great thing for us," Rea added.

The Broncos stand-off, Karlie Hammond, who has played twice at Wembley for St Helens, agreed. "It can only help the club from a publicity point of view if he leads us out for the final," he said.

Lionel Hurst, the chairman of the Rugby League Conference, which is made up of teams from outside the game's heartland, said that London reaching the final would significantly enhance its national credentials.

"Their win in the semi-final at Headingley will be seen as pivotal in rugby league's growth, not just in Britain but around the world," he said at the launch of the second season of the Conference yesterday.

The Broncos, whose second row forward, Dominic Peters, played for West London in the competition last year, are among the biggest supporters of the Conference. "It is not a question of what we can do for them or what they can do for us, but about the combined strength of the two," Rea said.

"We are going to give a great performance at Wembley and give rugby league in the south something to be proud of."

There is evidence of further interaction between the Conference and the professional game in the staging of their preliminary grand finals as certain-raisers before Super League matches this summer.

The final eliminator for clubs in the south and east sections will be before the London v Salford game on 7 August, while teams from the north and east will play before Warrington meet St Helens on 15 August.

The Grand Final is to be held at the New River Stadium, home of the London Skolars, on the 21 August.

The Conference, which begins its season on 8 May, includes six new teams this year and also has most of its rugby fielding junior outfits.

"We are putting our best people into the junior sides, because that's where our future lies," Hurst said.

Bradford Bulls' Henry and Robbie Paul have been named in the New Zealand team for the Anzac Day Test against Australia at Sydney's Olympic Stadium on Friday, 23 April. The brothers were automatic selections after helping the Kiwis to a historic series triumph on British soil last year.

The Paul brothers will fly out to Sydney after the Bulls' Super League game at Warrington on Sunday and will miss their club's match against Halifax a week later.

# CRICKET

## PPP Healthcare County Championship

### Durham v Worcestershire

**REVERSE:** (Day 1 of 4)  
No play yesterday due to snow.

### Essex v Leicestershire

**CHILSFORD** (Day 1 of 4): Essex have scored 91 for 2 wickets against Leicestershire.  
Essex won toss

**ESSEX** — First innings

	Bats	5s	4s	6s	15s	16s
P J Prichard not out	43	0	6	9	363	
O D J Robinson c Nixon b Lewis	18	0	1	56	309	
I N Flanagan xw b Kasprowski	0	0	0	3	4	
S G Law not out	14	0	3	34	47	
Extras (b4 nb17)	21					
Total (for 2, 30.2 overs)	91					

Falls: 1-40, 2-45.

To Bat: R C Vireni, A P Gregory, S O Peters, 1R J Rollins, M P Conner, M H Hunt, P G Smith.  
Bowling: M S Kasprowski 14-39-1, C C Lewis 13-2-3-5, I Ormond 2-0-0-0, P J Dakin 1-0-4-0.  
Umpires: R Juxon and R Palmer.

### Lancashire vs Sussex

**OLD TRAFFORD** (Day 1 of 4)  
No play yesterday due to rain.

### Middlesex v Kent

**LOREDS** (Day 1 of 4): Middlesex won toss

**MIDDLESEX** — First innings

M A Roseberry b Headley...  
J L Langer not out...  
"M R Ramprakash not out...  
Extras...  
Total (for 1, 10.1 overs)  
Falls 1-8.  
To Bat: R A Kentebrowder, Hussi, J P Hewitt, S J Cook, B. Stoddings.  
0 W Headley 5.1-0-0-0.  
Umpires: J H Harris and A C.

### Surrey v Gloucestershire

**THE POSTERS** (Day 1 of 4): Surrey won toss

**GLoucestershire** won toss

**SURREY** — First innings

"M A Butcher not out...  
J Ward not out...  
Extras (nb5)...  
Total (for 2, 42 overs)  
To Bat: J O Racittrine, N Shaha, N W Barry, G P Butcher, A J Bicknell.  
Bowling: A M Smith 13-3-36-

**REBOARD**

...men have scored 16 for

Runs	Ge	As	Bls	Mln
0	0	25	33	3
10	0	1	33	346
0	0	0	3	5
0	0	0	3	16

A Shah, P N Wicket, 10 C Johnson, P C R Tuffnell, 12-1, J B Thompson 5-2-3

rkson,

**shire**

of AJ: Surrey have scored Gloucestershire

Runs	Ge	As	Bls	Mln
68	0	11	148	448
50	0	7	137	448
8				424

0 D Brown, B C Holtobake, Judo, I O K Sledge, M P

J Lewis 14-6-37-0, 1/Hor-

vey 8-4-21-0, M W Alleyne 7-3-16-0, M C J Bat 5-1-14-0  
Umpires: P Doughton and J F Steele

**Other Match**

**Nottinghamshire v Cambridge Univ**

**TRENT BRIDGE (Day 2 of 3):** Cambridge against Surrey scored 209 for 5 wickets against Nottinghamshire

*Cambridge University's first innings*

**CAMBRIDGE UNIVERSITY** — First Innings: 209-5 (Hobbs 55)

Umpires: P Carrick and O J Standen

No play yesterday due to rain.

**Today's fixtures** (11.00 unless stated)

**FPF HEALTHCARE COUNTY CHAMPIONSHIP**  
(first day of four) Egbaston: Warwickshire v Northamptonshire, 2nd day of four: Riverside: Durham v Worcestershire, Chelmsford: Essex v Leicestershire, Old Trafford: Lancashire v Sussex, Lord's: Middlesex v Kent, The Oval: Surrey v Gloucestershire.

**OTHER MATCHES (day 1 of 3):** The Parks: Oxford University v Hampshire 11.30, 1st day 3 of 3: Trent Bridge: Nottinghamshire v Cambridge University

with Tim Lamb, the chief executive of the ECB, and David Aitchfield, a non-executive member of the management board.

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# Veteran who has defied the years

WHEN A National Hunt jockey reaches the age of 35 a large claw usually descends to take him to the place of rest for winter riders. Not so Graham John Bradley, who will be 39 this year and still shows no signs of withering apart from the spreading grey stains at his temples.

They call him Brad in the weighing-room, but it could just as well be Dad. The Yorkshireman is hugely popular with his colleagues, even those who are just about young enough to be his offspring.

Bradley was born in Wetherby and still pledges allegiance to his local football team of note, Leeds United. You could not tell this from his wood-splitting accent, but the jockey has now been down south for some time, ploughing his furrow from one of Britain's richest racing venues. He lives in Sparsholt, near Wantage, but takes most of his liquid refreshment in the Queen's Arms at East Garston.

He is also a smoker and last week, when an arm injury sustained in the Irish Grand National looked like preventing him from riding in the Aintree original, he described the limb as being so painful that he could barely lift a bag to his mouth.

Brad is recognised by friend and foe as one of the great riding stylists. When this technically proficient horseman is in the saddle he casts virtually the same silhouette as Richard Dunwoody.

The jockey who was yesterday charged with conspiring to cheat has won some of racing's greatest prizes. By Richard Edmondson

He causes envy in other directions. Bradley is the best golfer in the weighing room, with a single-figure handicap. That is not the only figure in which the jockey is interested. In the highly-sexed atmosphere of his sport the lads talk about the old fox being a great "puller".

Bradley is the son of Norman, a trainer who plied his trade from near Wetherby at Sickinghall. The young lad's talents were soon apparent and even as a fledgling rider he was inducted into the finest racing academy in the land, the Harwood base of the all-conquering Dickinson family.

There were more experienced jockeys in this great finishing school and stronger ones too. No one, however, was as neat as the freshman.

The man who rode his first winner on Talon at Sedgemoor in 1980 gave us the chance for comparison with his workmates when he led home Dickinsoo's Famous Five in the 1983 Cheltenham Gold Cup on Bregawn. He was just 22.

Bradley's has not been a career of great numbers, rather of victories in just about all the major races. His best season was the 1986/87 campaign, when he recorded 53 winners.

The Cheltenham Festival's other great race, the Champion Hurdle, fell to him quite fortuitously on Collier Bay in 1996. Not lucky because of any fluke in the running of the race, but because Bradley was not due to

be on Collier Bay at all. He had been scheduled to partner the high-race favourite, Alderbrook, but was removed from that posting when his alarm clock failed to wake him in time for the gelding's final piece of work.

And when Morley Street was kidded home in the Aintree Hurdle at the beginning of the decade Bradley's was acknowledged as the ride of that particular season.

Two years ago we almost lost his talent when the rides dried up and took the enthusiasm with them. Bradley was rescued by the Upper Lambourn trainer Charlie Brooks, who was himself questioned in connection with the race-fixing allegations before being released without charge at Charing Cross police station yesterday.

Between them this unlikely partnership of a jockey older than his trainer won prestigious races, but none was more notable than a runner-up placing a year ago, when Bradley and Sunny Bay staggered through a Grand National quagmire to beat all bar Earth Summit.

The partnership completed the Liverpool course once again on Saturday, further cementing Sunny Bay's place as one of the favourite conveyances of Graham Bradley.

Another great friend, and he will be amused at the irony of it considering his present position, is the name of his King George VI winner, a horse called Wayward Lad.

## BRADLEY'S GLORY DAYS

Born: 8 September, 1960  
First winner: Talon at Sedgemoor on 11 March, 1980.  
Best season: 1986-87 when he rode 53 winners.  
Grand National: Runner-up on Sunny Bay (1996).  
BIG RACE WINNERS  
Cheltenham Gold Cup: Bregawn (1983).

Champion Hurdle winner: Collier Bay (1996).  
Hennessy Gold Cup: Bregawn (1982) & Sunny Bay (1997).  
King George VI Chase: Wayward Lad (1995).  
Irish Grand National: Rhyme 'N' Reason (1985).  
Welsh National: Right-hand Man (1984) & Stearby (1986).

## CHELTEHNAH

### HYPERION

2.20 Reikander 4.05 You're Agoodun (nb)  
2.55 GIGI BEACH (nap) 4.35 Dictum  
3.30 Wilmott's Fancy 5.10 Edwards

GOING: Good.  
A third, galloping course with stiff fences. Uphill run-in of 240yd.  
Course is 1m 10 of town of A435. Bus link from Cheltenham rail station (served by Great Western, Birmingham, Paddington, 2m, 4m, 6m, 8m, 10m, 12m, 14m, 16m, 18m, 20m, 22m, 24m, 26m, 28m, 30m, 32m, 34m, 36m, 38m, 40m, 42m, 44m, 46m, 48m, 50m, 52m, 54m, 56m, 58m, 60m, 62m, 64m, 66m, 68m, 70m, 72m, 74m, 76m, 78m, 80m, 82m, 84m, 86m, 88m, 90m, 92m, 94m, 96m, 98m, 100m, 102m, 104m, 106m, 108m, 110m, 112m, 114m, 116m, 118m, 120m, 122m, 124m, 126m, 128m, 130m, 132m, 134m, 136m, 138m, 140m, 142m, 144m, 146m, 148m, 150m, 152m, 154m, 156m, 158m, 160m, 162m, 164m, 166m, 168m, 170m, 172m, 174m, 176m, 178m, 180m, 182m, 184m, 186m, 188m, 190m, 192m, 194m, 196m, 198m, 200m, 202m, 204m, 206m, 208m, 210m, 212m, 214m, 216m, 218m, 220m, 222m, 224m, 226m, 228m, 230m, 232m, 234m, 236m, 238m, 240m, 242m, 244m, 246m, 248m, 250m, 252m, 254m, 256m, 258m, 260m, 262m, 264m, 266m, 268m, 270m, 272m, 274m, 276m, 278m, 280m, 282m, 284m, 286m, 288m, 290m, 292m, 294m, 296m, 298m, 300m, 302m, 304m, 306m, 308m, 310m, 312m, 314m, 316m, 318m, 320m, 322m, 324m, 326m, 328m, 330m, 332m, 334m, 336m, 338m, 340m, 342m, 344m, 346m, 348m, 350m, 352m, 354m, 356m, 358m, 360m, 362m, 364m, 366m, 368m, 370m, 372m, 374m, 376m, 378m, 380m, 382m, 384m, 386m, 388m, 390m, 392m, 394m, 396m, 398m, 400m, 402m, 404m, 406m, 408m, 410m, 412m, 414m, 416m, 418m, 420m, 422m, 424m, 426m, 428m, 430m, 432m, 434m, 436m, 438m, 440m, 442m, 444m, 446m, 448m, 450m, 452m, 454m, 456m, 458m, 460m, 462m, 464m, 466m, 468m, 470m, 472m, 474m, 476m, 478m, 480m, 482m, 484m, 486m, 488m, 490m, 492m, 494m, 496m, 498m, 500m, 502m, 504m, 506m, 508m, 510m, 512m, 514m, 516m, 518m, 520m, 522m, 524m, 526m, 528m, 530m, 532m, 534m, 536m, 538m, 540m, 542m, 544m, 546m, 548m, 550m, 552m, 554m, 556m, 558m, 560m, 562m, 564m, 566m, 568m, 570m, 572m, 574m, 576m, 578m, 580m, 582m, 584m, 586m, 588m, 590m, 592m, 594m, 596m, 598m, 600m, 602m, 604m, 606m, 608m, 610m, 612m, 614m, 616m, 618m, 620m, 622m, 624m, 626m, 628m, 630m, 632m, 634m, 636m, 638m, 640m, 642m, 644m, 646m, 648m, 650m, 652m, 654m, 656m, 658m, 660m, 662m, 664m, 666m, 668m, 670m, 672m, 674m, 676m, 678m, 680m, 682m, 684m, 686m, 688m, 690m, 692m, 694m, 696m, 698m, 700m, 702m, 704m, 706m, 708m, 710m, 712m, 714m, 716m, 718m, 720m, 722m, 724m, 726m, 728m, 730m, 732m, 734m, 736m, 738m, 740m, 742m, 744m, 746m, 748m, 750m, 752m, 754m, 756m, 758m, 760m, 762m, 764m, 766m, 768m, 770m, 772m, 774m, 776m, 778m, 780m, 782m, 784m, 786m, 788m, 790m, 792m, 794m, 796m, 798m, 800m, 802m, 804m, 806m, 808m, 810m, 812m, 814m, 816m, 818m, 820m, 822m, 824m, 826m, 828m, 830m, 832m, 834m, 836m, 838m, 840m, 842m, 844m, 846m, 848m, 850m, 852m, 854m, 856m, 858m, 860m, 862m, 864m, 866m, 868m, 870m, 872m, 874m, 876m, 878m, 880m, 882m, 884m, 886m, 888m, 890m, 892m, 894m, 896m, 898m, 900m, 902m, 904m, 906m, 908m, 910m, 912m, 914m, 916m, 918m, 920m, 922m, 924m, 926m, 928m, 930m, 932m, 934m, 936m, 938m, 940m, 942m, 944m, 946m, 948m, 950m, 952m, 954m, 956m, 958m, 960m, 962m, 964m, 966m, 968m, 970m, 972m, 974m, 976m, 978m, 980m, 982m, 984m, 986m, 988m, 990m, 992m, 994m, 996m, 998m, 1000m, 1002m, 1004m, 1006m, 1008m, 1010m, 1012m, 1014m, 1016m, 1018m, 1020m, 1022m, 1024m, 1026m, 1028m, 1030m, 1032m, 1034m, 1036m, 1038m, 1040m, 1042m, 1044m, 1046m, 1048m, 1050m, 1052m, 1054m, 1056m, 1058m, 1060m, 1062m, 1064m, 1066m, 1068m, 1070m, 1072m, 1074m, 1076m, 1078m, 1080m, 1082m, 1084m, 1086m, 1088m, 1090m, 1092m, 1094m, 1096m, 1098m, 1100m, 1102m, 1104m, 1106m, 1108m, 1110m, 1112m, 1114m, 1116m, 1118m, 1120m, 1122m, 1124m, 1126m, 1128m, 1130m, 1132m, 1134m, 1136m, 1138m, 1140m, 1142m, 1144m, 1146m, 1148m, 1150m, 1152m, 1154m, 1156m, 1158m, 1160m, 1162m, 1164m, 1166m, 1168m, 1170m, 1172m, 1174m, 1176m, 1178m, 1180m, 1182m, 1184m, 1186m, 1188m, 1190m, 1192m, 1194m, 1196m, 1198m, 1200m, 1202m, 1204m, 1206m, 1208m, 1210m, 1212m, 1214m, 1216m, 1218m, 1220m, 1222m, 1224m, 1226m, 1228m, 1230m, 1232m, 1234m, 1236m, 1238m, 1240m, 1242m, 1244m, 1246m, 1248m, 1250m, 1252m, 1254m, 1256m, 1258m, 1260m, 1262m, 1264m, 1266m, 1268m, 1270m, 1272m, 1274m, 1276m, 1278m, 1280m, 1282m, 1284m, 1286m, 1288m, 1290m, 1292m, 1294m, 1296m, 1298m, 1300m, 1302m, 1304m, 1306m, 1308m, 1310m, 1312m, 1314m, 1316m, 1318m, 1320m, 1322m, 1324m, 1326m, 1328m, 1330m, 1332m, 1334m, 1336m, 1338m, 1340m, 1342m, 1344m, 1346m, 1348m, 1350m, 1352m, 1354m, 1356m, 1358m, 1360m, 1362m, 1364m, 1366m, 1368m, 1370m, 1372m, 1374m, 1376m, 1378m, 1380m, 1382m, 1384m, 1386m, 1388m, 1390m, 1392m, 1394m, 1396m, 1398m, 1400m, 1402m, 1404m, 1406m, 1408m, 1410m, 1412m, 1414m, 1416m, 1418m, 1420m, 1422m, 1424m, 1426m, 1428m, 1430m, 1432m, 1434m, 1436m, 1438m, 1440m, 1442m, 1444m, 1446m, 1448m, 1450m, 1452m, 1454m, 1456m, 1458m, 1460m, 1462m, 1464m, 1466m, 1468m, 1470m, 1472m, 1474m, 1476m, 1478m, 1480m, 1482m, 1484m, 1486m, 1488m, 1490m, 1492m, 1494m, 1496m, 1498m, 1500m, 1502m, 1504m, 1506m, 1508m, 1510m, 1512m, 1514m, 1516m, 1518m, 1520m, 1522m, 1524m, 1526m, 1528m, 1530m, 1532m, 1534m, 1536m, 1538m, 1540m, 1542m, 1544m, 1546m, 1548m, 1550m, 1552m, 1554m, 1556m, 1558m, 1560m, 1562m, 1564m, 1566m, 1568m, 1570m, 1572m, 1574m, 1576m, 1578m, 1580m, 1582m, 1584m, 1586m, 1588m, 1590m, 1592m, 1594m, 1596m, 1598m, 1600m, 1602m, 1604m, 1606m, 1608m, 1610m, 1612m, 1614m, 1616m, 1618m, 1620m, 1622m, 1624m, 1626m, 1628m, 1630m, 1632m, 1634m, 1636m, 1638m, 1640m, 1642m, 1644m, 1646m, 1648m, 1650m, 1652m, 1654m, 1656m, 1658m, 1660m, 1662m, 1664m, 1666m, 1668m, 1670m, 1672m, 1674m, 1676m, 1678m, 1680m, 1682m, 1684m, 1686m, 1688m, 1690m, 1692m, 1694m, 1696m, 1698m, 1700m, 1702m, 1704m, 1706m, 1708m, 1710m, 1712m, 1714m, 1716m, 1718m, 1720m, 1722m, 1724m, 1726m, 1728m, 1730m, 1732m, 1734m, 1736m, 1738m, 1740m, 1742m, 1744m, 1746m, 1748m, 1750m, 1752m, 1754m, 1756m, 1758m, 1760m, 1762m, 1764m, 1766m, 1768m, 1770m, 1772m, 1774m, 1776m, 1778m, 1780m, 1782m, 1784m, 1786m, 1788m, 1790m, 1792m, 1794m, 1796m, 1798m, 1800m, 1802m, 1804m, 1806m, 1808m, 1810m, 1812m, 1814m, 1816m, 1818m, 1820m, 1822m, 1824m, 1826m, 1828m, 1830m, 1832m, 1834m, 1836m, 1838m, 1840m, 1842m, 1844m, 1846m, 1848m, 1850m, 1852m, 1854m, 1856m, 1858m, 1860m, 1862m, 1864m, 1866m, 1868m, 1870m, 1872m, 1874m, 1876m, 1878m, 1880m, 1882m, 1884m, 1886m, 1888m, 1890m, 1892m, 1894m, 1896m, 1898m, 1900m, 1902m, 1904m, 1906m, 1908m, 1910m, 1912m, 1914m, 1916m, 1918m, 1920m, 1922m, 1924m, 1926m, 1928m, 1930m, 1932m, 1934m, 1936m, 1938m, 1940m, 1942m, 1944m, 1946m, 1948m, 1950m, 1952m, 1954m, 1956m, 1958m, 1960m, 1962m, 1964m, 1966m, 1968m, 1970m, 1972m, 1974m, 1976m, 1978m, 1980m, 1982m, 1984m, 1986m, 1988m, 1990m, 1992m, 1994m, 1996m, 1998m, 2000m, 2002m, 2004m, 2006m, 2008m, 2010m, 2012m, 2014m, 2016m, 2018m, 2020m, 2022m, 2024m, 2026m, 2028m, 2030m, 2032m, 2034m, 2036m, 2038m, 2040m, 2042m, 2044m, 2046m, 2048m, 2050m, 2052m, 2054m, 2056m, 2058m, 2060m, 2062m, 2064m, 2066m, 2068m, 2070m, 2072m, 2074m, 2076m, 2078m, 2080m, 2082m, 2084m, 2086m, 2088m, 2090m, 2092m, 2094m, 2096m, 2098m, 2100m, 2102m, 2104m, 2106m, 2108m, 2110m, 2112m, 2114m, 2116m, 2118m, 2120m, 2122m, 2124m, 2126m, 2128m, 2130m, 2132m, 2134m, 2136m, 2138m, 2140m, 2142m, 2144m, 2146m, 2148m, 2150m, 2152m, 2154m, 2156m, 2158m, 2160m, 2162m, 2164m, 2166m, 2168m, 2170m, 2172m, 2174m, 2176m, 2178m, 2180m, 2182m, 2184m, 2186m, 2188m, 2190m, 2192m, 2194m, 2196m, 2198m, 2200m, 2202m, 2204m, 2206m, 2208m, 2210m, 2212m, 2214m, 2216m, 2218m, 2220m, 2222m, 2224m, 2226m, 2228m, 2230m, 2232m, 2234m, 2236m, 2238m, 2240m, 2242m, 2244m, 2246m, 2248m, 2250m, 2252m, 2254m, 2256m, 2258m, 2260m, 2262m, 2264m, 2266m, 2268m, 2270m, 2272m, 2274m, 2276m, 2278m, 2280m, 2282m, 2284m, 2286m, 2288m, 2290m, 2292m, 2294m, 2296m, 2298m, 2300m, 2302m, 2304m, 2306m, 2308m, 2310m, 2312m, 2314m, 2316m, 2318m, 2320m, 2322m, 2324m, 2326m, 2328m, 2330m, 2332m, 2334m, 2336m, 2338m, 2340m, 2342m, 2344m, 2346m, 2348m, 2350m, 2352m, 2354m, 2356m, 2358m, 2360m, 2362m, 2364m, 2366m, 2368m, 2370m, 2372m, 2374m, 2376m, 2378m, 2380m, 2382m, 2384m, 2386m, 2388m, 2390m, 2392m, 2394m, 2396m, 2398m, 2400m, 2402m, 2404m, 2406m, 2408m, 2410m, 2412m, 2414m, 2416m, 2418m, 2420m, 2422m, 2424m, 2426m, 2428m, 2430m, 2432m, 2434m, 2436m, 2438m, 2440m, 2442m, 2444m, 2446m, 2448m, 2450m, 2452m, 2454m, 2456m, 2458m, 2460m, 2462m, 2464m, 2466m, 2468m, 2470m, 2472m, 2474m, 2476m, 2478m, 2480m, 2482m, 2484m, 2486m, 2488m, 2490m, 2492m, 2494m, 2496m, 2498m, 2500m, 2502m, 2504m, 2506m, 2508m, 2510m, 2512m, 2514m, 2516m, 2518m, 2520m, 2522m, 2524m, 2526m, 2528m, 2530m, 2532m, 2534m, 2536m, 2538m, 2540m, 2542m, 2544m, 2546m, 2548m, 2550m, 2552m, 2554m, 2556m, 2558m, 2560m, 2562m, 2564m, 2566m, 2568m, 2570m, 2572m, 2574m, 2576m, 2578m, 2580m, 2582m, 2584m, 2586m, 2588m, 2590m, 2592m, 2594m, 2596m, 2598m, 2600m, 2602m, 2604m, 2606m, 2608m, 2610m, 2612m, 2614m, 2616m, 2618m, 2620m, 2622m, 2624m, 2626m, 2628m, 2630m, 2632m, 2634m, 2636m, 2638m, 2640m, 2642m, 2644m, 2646m, 2648m, 2650m, 2652m, 2654m, 2656m, 2658m, 2660m, 2662m, 2664m, 2666m, 2668m, 2670m, 2672m, 2674m, 2676m, 2678m, 2680m, 2682m, 2684m, 2686m, 2688m, 2690m, 2692m, 2694m, 2696m, 2698m, 2700m, 2702m, 2704m, 2706m, 2708m, 2710m, 2712m, 2714m, 2716m, 2718m, 2720m, 2722m, 2724m, 2726m, 2728m, 2730m, 2732m, 2734m, 2736m, 2738m, 2740m, 2742m, 2744m, 2746m, 2748m, 2750m, 2752m, 2754m, 2756m, 2758m, 2760m, 2762m, 2764m, 2766m, 2768m, 2770m, 2772m, 2774m, 2776m, 2778m, 2780m, 2782m, 2784m, 2786m, 2788m, 2790m, 2792m, 2794m, 2796m, 2798m, 2800m, 2802m, 2804m, 2806m, 2808m, 2810m, 2812m, 2814m, 2816m, 2818m, 2820m, 2822m, 2824m, 2826m, 2828m, 2830m, 2832m, 2834m, 2836m, 2838m, 2840m, 2842m, 2844m, 2846m, 2848m, 2850m, 2852m, 2854m, 2856m, 2858m, 2860m, 2862m, 2864m, 2866m, 2868m, 2870m, 2872m, 2874m, 2876m, 2878m, 2880m, 2882m, 2884m, 2886m, 2888m, 2890m, 2892m, 2894m, 2896m, 2898m, 2900m, 2902m, 2904m, 2906m, 2908m, 2910m, 2912m, 2914m, 2916m, 2918m, 2920m, 2922m, 2924m, 2926m, 2928m, 2930m, 2932m, 2934m, 2936m, 2938m, 2940m, 2942m, 2944m, 2946m, 2948m, 2950m, 2952m, 2954m, 2956m, 2958m, 2960m, 2962m, 2964m, 2966m, 2968m, 2970m, 2972m, 2974m, 2976m, 2978m, 2980m, 2982m, 2984m, 2986m, 2988m, 2990m, 2992m, 2994m, 2996m, 2998m, 3000m, 3002m, 3004m, 3006m, 3008m, 3010m, 3012m, 3014m, 3016m, 3018m, 3020m, 3022m, 3024m, 3026m, 3028m, 3030m, 3032m, 3034m, 3036m, 3038m, 3040m, 3042m, 3044m, 3046m, 3048m, 3050m, 3052m, 3054m, 3056m, 3058m, 3060m, 3062m, 3064m, 3066m, 3068m, 3070m, 3072m, 3074m, 3076m, 3078m, 3080m, 3082m







# Petit and Vieira can tilt the balance

IN ONE dressing-room at least, the sight of Arsenal and Manchester United slugging each other into a barren, bruising stalemate, necessitating their return to Villa Park tonight to find out who will face Newcastle in next month's FA Cup final, was a cause for rejoicing.

It was not United's, where the incredulity of Alex Ferguson and his Treble-seeking side over the flag of inconvenience which ruled out a valid "goal" was compounded by the realisation that they would have to fit a sapping semi-final replay into an already congested schedule.

Nor was it Arsenal's, even if the Cup holders derived a cer-

tain satisfaction from preserving their customary clean sheet. All the more so after battling through most of extra time with only 10 men following the almost equally customary red card, incurred by Nelson Vivas.

No, the only real beneficiaries of Sunday's attritional struggle – with the arguable exception of United's European Cup semi-final opponents, Juventus – were Chelsea. Gianluca Vialli's team went out to take on Wimbledon heartened by the thought of their principal rivals for the championship being forced to go through it all over again.

While the Premiership's top two lock horns once more, in a contest which Ferguson, for



The main beneficiaries of the FA Cup semi-final replay at Villa Park tonight are likely to be Chelsea. By Phil Shaw

one, can envisage going to 120 minutes and a penalty shoot-out. Chelsea have the chance to steal above them both at the top of the table by winning at Middlesbrough. For whoever loses at Villa Park, the psychological impact could be doubly damaging.

The United manager described the outcome of their first meeting as "a predictable result". In so far as there is little that the rival camps do not know about each other, he was probably right. Yet the Double

winners have enjoyed such an unusually good record against the Old Trafford club – four victories and an away draw in the five previous meetings – that United's superiority on Sunday may have surprised even Ferguson.

The key to their dominance was the midfield axis of Nicky Butt and Roy Keane. Butt, out of favour recently, highlighted the depth of United's squad by combining his usual combativeness with some excellent distribution.

Tonight, however, promises to be a far more even duel for control. Arsène Wenger welcomes back Emmanuel Petit alongside Patrick Vieira after suspension, and his biting presence and capacity for getting between the respective penalty areas should not only ease the pressure on Tony Adams and company but provide greater attacking impetus.

Ferguson has pondered "freshening up" his line-up. The only definite change will come at left-back, where Denis

Irwin has a leg injury. Phil Neville is a ready-made deputy, though if it comes down to the lottery of spot-kicks, his penalty-taking prowess is unlikely to match Irwin's.

Talking of which, Dwight Yorke's last goal at Villa Park was an audaciously chipped penalty over the diving David Seaman in what proved his final home game in the claret and blue. Such confidence typified Yorke throughout the autumn and winter but has deserted him of late. Since Se-

man has now gone 673 minutes without conceding a goal, Ferguson needs the Tobagan to snap out of his spring languor as a matter of urgency.

Marc Overmars, something of a scourge to United prior to Sunday, would be a greater loss to the Gunners than Irwin to their opponents if he is indisposed by an injured ankle.

The onus would then be on Dennis Bergkamp to give Nicolas Anelka stronger support. Bergkamp, though, must first escape the pocket Jaap Stam put him in.

The recent history of matches between the clubs, pitted by outbreaks of ill feeling (Ian Wright v Peter Schmeichel,

Wenger v Ferguson), favours Arsenal and a repeat of last year's Wembley date with Newcastle. But while United cannot match the Tyneside club's 52-year unbeaten record in semi-finals, they have not lost in 15 such matches (eight of them at Villa Park) since the late Billy Bremner decided a three-match epic in Leeds' favour 29 years ago.

It appears to be a case of the immovable object, Seaman's fabled guardians, against the irresistible force of Beckham and Giggs, Keane and Cole, but tonight, something has to give. The longer it takes, the more the victors' celebrations are likely to be echoed on Chelsea's return from Teesside.

## European place for fair play

UNDER WRAPS at Premier League headquarters lies the most up-to-date league table in a competition that offers the chance of a coveted place in Europe next season.

It is the fair play table, the rules of which are baffling in their detail, but it could still hold out a multi-million pound lifeline to clubs otherwise denied a route into the Uefa Cup.

While Sheffield Wednesday, Liverpool and Wimbledon may have thought European qualification was beyond them this season, they actually lead the way in the domestic league along with Manchester United and even Arsenal, despite the Gunners' tally of red cards.

In an attempt to foster the traditional spirit of the game, European football's governing body has decreed that three places in next season's revamped Uefa Cup will be on offer to teams with the best fair play records.

Every game played by a country or club in European competition is painstakingly marked in six different categories – red and yellow cards, positive play, respect towards opponents, respect towards referees, behaviour of team officials and crowd behaviour.

This started almost two years ago and forthcoming games until the end of May still count – including Manchester United's European Cup ties and Chelsea's encounters in the Cup-Winners' Cup.

A record is kept of every country's average score and the leading nation gains an automatic place in the Uefa Cup, while a host of other high-scoring countries enter a ballot for two remaining places.

However, these European berths do not go to sides finishing high up in the Premiership, Serie A or the Scottish Premier League. They are given to the teams who win their country's domestic fair play league, disregarding any clubs who have already qualified by other means such as winning a cup.

In Uefa's most recent table from January, Scotland led the way – setting them up for an automatic European place if they keep ahead of the likes of Norway, Estonia and Finland before June – with Kilmarnock at the top of the latest domestic fair play league.

England, who suffered from Paul Ince's sending-off and crowd trouble in Sweden last autumn as well as red cards shown to Liverpool and Arsenal, players in Europe, were still third, while Wales were 12th and

BY MARK BRADLEY

the Republic of Ireland 13th. Unless England can top the table or by contrast fall by the wayside, they will therefore enter the ballot in early June for the two remaining Uefa Cup places.

If successful, with a roughly 20 per cent chance of being drawn out of the hat alongside about 10 other countries with an average points tally of eight – England had 8.16 in January – a Premiership club would then qualify for Europe.

The current full domestic table has not been revealed by the Premiership but the top five, as at 31 March, have been disclosed.

Manchester United are currently top with an average of 8.17 points out of 10, followed by Sheffield Wednesday (8.01), Arsenal (7.98), Liverpool (7.95) and Wimbledon (7.93).

While red and yellow cards count against clubs, marks can be gained through attacking play, respecting refereeing decisions, helping injured opponents, being good winners or losers and fostering a healthy crowd atmosphere.

Observers are on hand to mark each Premiership game until the end of the season, so several clubs still have everything to play for – even if their chances of Europe may ultimately come down to a lottery.

The Tartan Army have been warned their future conduct could determine whether a Scottish club gains an additional Uefa Cup place next season.

The Scottish Football Association has stressed that Scotland's hopes of leading the European-wide fair play standings could be damaged by crowd conduct.

That comes after Scotland supporters at Parkhead last month jeered their own captain, Gary McAllister, and failed to observe the Czech Republic's national anthem. McAllister has since retired from international football but the SFA is concerned that any repetition of such behaviour from supporters will be counter-productive.

The Scots led Uefa's fair play rankings at the halfway stage of the season, meaning the team currently ahead in the list north of the border, Kilmarnock at the last count, would make Europe.

SFA spokesman Andy Mitchell said: "Uefa base their list on all competitive matches and we deplore the actions of the small minority at Celtic Park which will have had an impact."



Dennis Wise returns from suspension tonight as Chelsea aim to go top of the Premiership with a win against Middlesbrough

Allsport

## Vialli proud to be a contender

BY MARK PIERSON

HAVING SIDLED up quietly on the rails in the title race, Chelsea have the chance to put themselves back into pole position at the top of the Premiership with victory at Middlesbrough tonight.

Just a month ago, player-manager Gianluca Vialli ruled out his side's chances of winning the championship after defeat at home to West Ham left them seven points behind Manchester United, even if they still had a game in hand.

Even two weeks ago, Chelsea were as high as 8-1 for the title as the two supposed heavyweights in the field, United and Arsenal, contested the lead.

However a fifth consecutive away League win, at Boro, would take Chelsea top for the first time since early January and leave them a point clear of United, even if they would have then played a

game more than Alex Ferguson's side.

As United and Arsenal prepared for a second exhausting match within the space of four days in their FA Cup semi-final replay at Villa Park, Vialli was still continuing an apparently self-imposed vow of silence. Perhaps due to the furore over the goaling of Graham Rix, perhaps to keep the spotlight off his team or to relieve the pressure on himself, the normally loquacious Italian has missed press conferences.

The coach, Ray Wilkins, has stepped in to meet the media over recent weeks in a tactic used by the Aston Villa manager, John Gregory, back in December when his side faced a perilous series of games against fellow title contenders.

And the situation has hardly been helped by confirmation from Uefa, European football's governing body, that they would be reviewing a video of the incident in which Dennis Wise was seen attempting to hit the arm of Real Mallorca defender Elena Marcelino last Thursday.

Wise may incur a two-match ban that would rule him out of the Cup-Winners' Cup semi-final second leg as well as any possible final appearance if a disciplinary hearing is, as expected, held later this week.

So with no Press conference arranged ahead of tonight's game, the only way of ascertaining Vialli's thoughts on his side's title chances was to scan his programme notes ahead of last week's tie against Mallorca.

In them, he stressed the importance of the sequence of four away games on which his side had embarked after the 1-0 defeat by the Hammers. "We're trying our best to keep up with Manchester United and Arsenal and so many away games makes things a little difficult," he wrote. "But looking at the way we've started the four, six points from the first two gives me confidence for the future. It's getting very tight up there in the table and that's obviously very exciting for all the supporters. It's a great feeling and something to be proud of for the club still to be in contention."

Having admitted Chelsea were indeed back in contention, victory at Wimbledon last Sunday served only to confirm that fact and another away win tomorrow night would complete the four-match sequence.

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Chelsea will travel full of renewed confidence.

Wise and Marcel Desailly, who missed the 2-1 victory at Wimbledon through suspension, will be available again to reinforce the spine of the team.

And midfielder Gustavo Poyet is set to start his second game since his return from a lengthy injury lay-off, having scored his 12th goal of the campaign at Selhurst Park to make him the club's second top goalscorer alongside Gianfranco Zola.

The full-back Albert Ferrer, who came off injured against Real Mallorca but was an unused substitute at Wimbledon, may also be back in contention. However, the midfielder Celestine Babayaro is likely to face a fitness test after missing the club's past four games with a groin problem and then a chest infection.

## Woodgate's tribute to Radebe McCarthy prepared

LEEDS UNITED'S highly rated teenage defender, Jonathon Woodgate, is refusing to concede that his side can no longer win the Premiership – and says his enthusiasm is thanks to the bubbly optimism of his captain, Lucas Radebe.

Leeds were unable to extend their winning streak to eight matches on Monday night after being held to a goalless draw by Liverpool at Elland Road. David O'Leary's side now find themselves six points adrift of the leaders, Manchester United, with only six games left to play – but Woodgate is refusing to throw in the towel.

Such confidence is borne out of infectious enthusiasm which has been generated by Radebe, Woodgate's central defensive partner.

The South African international, who turned 30 yesterday and celebrated the occasion with the man of the match award, faced Liverpool just over 48 hours after playing for his country against Gabon in an African Nations' Cup tie.

And Woodgate believes that when a player shows such dedication to duty, it is easy to see why it should rub off on those around him. "Lucas Radebe was outstanding," Woodgate admitted. "He's a great player to play alongside because he makes it so easy for you."

"I learn from him every single day, not only about football but in other ways as he's always happy around the place. He's excellent in training and he shows what an outstanding player he is on the pitch, but

he's always got a smile on his face.

"He's a jolly person who helps pick you up when you're having a down moment – but he can also give you a rollocking as well."

So with matches at home to Alex Ferguson's side and fellow title challengers Arsenal and Chelsea still to come, the 19-year-old Woodgate is confident Leeds are not out of the championship running yet.

"I don't think it was too much to expect for us to keep the winning run going," revealed Woodgate. "That's the way it goes in football. You can't win every one."

"But the main thing is we didn't get beaten and so are still unbeaten in the League since early February.

"Hopefully, we can still challenge for the title – we're at least going to have a big say in it – I'd like to think we are still in with a chance."

"We are a young, confident side, so we are going to be and think like that. Now we can't wait for the big teams. We play better when they are at Elland Road. We rise to the occasion."

Leeds' Norwegian international Gunnar Halle will undergo a second scan today on the left knee he injured during the first half of Monday night's game.

An initial ultrasound scan yesterday appears to have confirmed there is no ligament damage. However, the specialist has told the 33-year-old to also have an MRI scan to make absolutely certain.

MICK MCCARTHY, the Republic of Ireland manager, has named a full-strength 20-man squad for the friendly against Sweden at Lansdowne Road on 28 April but he admits he will be relying on the co-operation of English club managers for the release of several players involved in vital promotion and relegation games.

"It would be naive of me not to think that there could be problems over player releases," he said. "But I am not going to go looking for those problems."

"My duty is to select the best players available but I am dependent on the good will of club managers."

"Because of the postponement of our European Championship game against Macedonia scheduled for Skopje last month,

we have not played a match since 12 February. That makes the Swedish fixture all the more important in our preparation for the European Championship ties at home to Yugoslavia and Macedonia in June."

Alex Ferguson may not be keen to release Denis Irwin and Roy Keane with Manchester United still involved in the hunt for three major trophies.

The same applies to David O'Leary at Leeds who will want to retain Ian Harte as a vital part of his bid to win a place in Europe's elite next season.

The Wolves striker Robbie Keane, currently with the Republic's Under-20 side at the World Cup finals in Nigeria, will almost certainly be required by his club as they attempt to reach the First Division play-offs.

Blackburn are likely to insist that Jason McAteer, Lee Carsley and Damien Duff stay at Ewood Park with Brian Kidd's men fighting to avoid relegation and the same argument could be applied in the cases of Mark Kinsella (Charlton) and Gary Breen (Coventry).

McCarthy, therefore, has named four players on standby: Dean Kiely of Bury, Bradford's Gareth Whalley, Wimbledon's Mark Kennedy and Steve Finnan of Fulham.

REPUBLIC OF IRELAND SQUAD (v Sweden, Friday, Lansdowne Road, Dublin, 28 April): Givens (Newcastle), Kelly (Sheff Wed), Smith (Manchester Utd), Carr (Leeds), Cunningham (Wimbledon), Keane (Ipswich), Babic (Liverpool), Keane (Ipswich), McAteer (Blackburn), Kinsella (Charlton), Nickla (Preston), Carsley (Blackburn), Duff (Blackburn), Quinn (Sunderland), Carr (Ipswich), Keane (Wolves), O'Neill (Middlesbrough), Connolly (Wolves), Standish (Nelly (Bury), Whalley (Bradford), Kennedy (Wimbledon), Finnan (Fulham).

Amato did score in the New Year Old Firm derby, but has remained an occasional substitute under Dick Advocaat. Earlier this term there was interest from Leicester in the player, but now Valencia are believed to be his most likely future destination. The man who managed Amato during his successful spell in Mallorca, Hector Cuper, is being lined up to manage Valencia next term.

Amato's Rangers' teammate, Lionel Charbonnier, has resumed training after knee ligament damage sustained in November, while the American midfielder Claudio Reyna, Rangers' 22m signing from Wolfsburg, has now arrived in Glasgow. However, the transfer was not completed in time for him to be eligible for the Scottish Cup final with Celtic in May.











# BUSINESS REVIEW

# POISONED CHALICE

## THE TV EVANGELIST, THE BANK OF SCOTLAND AND AN UNHOLY ROW



**Inside:** How BT made the right connections, page 5  
The smart money on the banker's banker, page 6  
**Plus:** Diane Coyle, Derek Pain and The Trader

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## THE BUSINESS WORLD

## Can we learn to love excessive profits?

THE BUSINESS implications of the conquest of inflation will dominate strategic thinking in the early years of the next millennium.

Probably the most important consequence of low inflation is that relative price movements become very apparent – and those who put up prices are quickly accused of profiteering. And so, as macro-economic counter-inflation policy moves out of the political limelight, we see micro-economic policy moving to centre stage.

In the 1970s and 1980s the standard medicine for too much inflation was to print less money. Now, the fashionable cure is increased competition.

It is a cure that goes well with the New Labour policy agenda. New Labour wants to be business-friendly. Business is all about making a profit. Yet profit was anathema to Old Labour. So a new synthesis is emerging, which says that a normal return on capital is respectable, indeed necessary, but that excessive profits are obscene.

High profits are a sign of too high prices, and the cure for both is more

competition. An example of this has been the furor over the supermarkets.

The big food retailers have given us efficient modern shopping machines that are always crowded with people who profess to dislike them. The press ran several "rip-off Britain" stories last summer when the strong pound pushed UK shop prices above their Continental counterparts.

But who is to blame for high prices? Before macro-economic policy was taken out of the political arena, the press might have focused on the exchange rate. Instead, it ran a profit story. So it was not long before the Government launched an Office of Fair Trading (OFT) enquiry, which concluded that the food retailers warranted investigation by the Competition Commission.

When the OFT investigates an industry it is because a small number of suppliers have a stranglehold on the market. The aim is to define a market, show that a few players have a very large share, and halt them from abusing a dominant position.

But it is difficult to make this kind

of charge stick in the case of food retailing: supermarkets were invented to lure the once-a-week car-bound shopper, who is willing to drive some distance to save a few pounds on the weekly shop. The market is clearly pretty competitive.

But some stores do make a lot of money. So the OFT looked directly at profits, aiming to show that the supermarkets were making an excessive return on capital.

What does excessive mean? The issue is complex – indeed the regulation of the privatised utilities has spawned a whole new literature on the subject.

Successful innovation in any sphere usually generates big profits. Innovators such as Microsoft and the Internet entrepreneurs are modern variations on an old theme: early settlers take a big risk, but can reap the biggest rewards.

But for every success story there are many failures. The returns of the successful are not the norm.

In some spheres, the importance of innovation and the im-



BILL ROBINSON

Profits that appear at first glance excessive may nevertheless be socially acceptable.

portance of rewarding the successful, are explicitly recognised. For instance, drug companies can earn huge returns on their capital, if they find a way to produce a drug for a few pence and then sell it for several pounds. Patent laws will protect the company from imitators.

These laws provide a proper reward for the huge sums spent by innovators on research and development. If they were repealed the nation's drugs bill would plummet – but there would be no new drugs. So we allow the pharmaceutical industry to be the most profitable industry in the world.

Pharmaceutical companies typically plough a large proportion of their profits back into research. The rates of return earned by the pharmaceutical industry – which are way in excess of the normal return on equity capital – provide the incentive (and in some cases the funds) for further innovation.

The pharmaceutical example illustrates the point that profits that appear at first glance excessive may nevertheless be socially ac-

ceptable. Such profits may provide both a reward for running risk and an incentive to innovation. They may also supply the funding for further innovation.

We may be able to live with "excessive" profits for drugs companies, but what about property speculators? Although it may be harder to swallow, the same arguments apply.

A successful development – the shopping mall at Brent Cross or the huge Broadgate complex in the City, for example – can command very high rents, which suggests that someone is earning a very high return on capital. But nobody (yet) is suggesting that the developers be investigated by the OFT, and rightly so.

The financiers took a very large risk, and the results of their enterprise are shops and offices for which people willingly pay high rents. If those rewards for success were disallowed, there would be no further innovation.

Food retailers need similar incentives. Although they have been pretty innovative over the past decade or two, and transformed the

food shopping experience, the grocery retail revolution is far from over. Food distribution has caught up with the invention of the motor car. It has not yet come to terms with the Internet, which will one day transform shopping from home. The retailers still need the incentive to innovate.

Does this mean that we should stop worrying about the profitability of supermarkets? Not quite, because there is one important feature of the food retailing industry that certainly is stifling competition: planning restrictions.

Successive governments have decreed that the success of out-of-town retailing is threatening town centres, and have imposed all kinds of restrictions on developments.

So if there is a problem about the profitability of these stores, it is largely of the Government's making. All of which makes it rather difficult to predict where an investigation of the profitability of supermarkets will lead.

Bill Robinson is a director of the consultancy London Economics

## DATELINE: MILAN

## Fall of Italy's high priest of banking

BY FRANCES KENNEDY

ON THE surface nothing has changed. Each weekday morning Enrico Cuccia, the 91-year-old high priest of Italian finance, leaves his Milan apartment shortly after eight. His hunched figure in navy wool coat with matching hat and cashmere scarf moves purposefully across the piazza in front of La Scala opera house to his office at No 10 via Filodrammatici, the headquarters of Italy's only real merchant bank, Mediobanca.

But the dramatic events of the past month mean Cuccia, who has pulled the strings of Italian finance for half a century, is no longer the puppet master; his marionettes have begun to move by themselves and he risks finding himself sidelined.

Sunday is normally a sacred day of rest for Milan's driven financial community. But by the evening of 21 March, two friendly takeover bids by Italian banks totalling \$26bn had changed Italian credit for ever. Unicredit Italiano, the country's biggest bank in market capitalisation, launched a \$16.4 play for its rival Banca Commerciale Italiana, to create "Eurobanca", to become Italy's largest financial institution.

Hours later that record was broken when Turin-based San Paolo-TMI, Italy's biggest bank in terms of assets, had offered \$9.7bn dollars for Banca di Roma. Both share-swap deals depend on shareholder acceptance and approval by the stock market watchdog. Never had two such massive deals been struck without the blessing of Enrico Cuccia. Mediobanca had been gambling on a merger between Banca Commerciale Italiana and Banca di Roma. As the deals were fi-

nanced, Mediobanca executives were barricaded in their 16th-century palazzo headquarters with the press outside. Cuccia had forgone his usual Sunday afternoon tea at the Caffè Ambrosiano in a desperate attempt to orchestrate a counter-attack.

The deals mean a transfer of power that would seriously undermine the independence of the merchant bank and leave it exposed to predators. Sixteen per cent of the capital of Mediobanca would be in the hands of Unicredit-Comit and 8 per cent with San Paolo-Banca di Roma.

The irony was that Enrico Cuccia, who countless times bailed out the big names of Italian industry, from Agnelli to Ferruzzi to Pirelli, now has to try to save himself.

The enigmatic Sicilian banker is arguably the most influential economic figure in post-war Italy. Mediobanca was born on 10 April 1946, on the initiative of the liberal banker Raffaele Mattioli. Cuccia, already identified as a financial whizz, was put in charge.

His aim was to serve the needs of industry after the Second World War but Cuccia soon widened that brief, turning it into Italy's first merchant bank during exceptionally rapid growth in time for Italy's "economic miracle" of the Sixties.

Cuccia forged alliances with the big family dynasties of Italian capitalism. The Agnellis of Fiat, the Pirelli tyrenakers, the Ferruzzi agrochemicals empire, the DeBenedetti family at Olivetti were all part of what became known as the *colloquio* – the exclusive

drawing room of Italian industry. Cuccia protected them from foreign predators and from the state. He also set up a complex web of cross-shareholdings that linked the various planets in the Mediobanca galaxy.

These inter-related companies would support one another in times of difficulty and avoid having to resort to share issues or bank loans.

Giuseppe Turani, editor of *l'Espresso* magazine, says: "Cuccia ensured the various figures on the economic scene didn't scrap among themselves. He decreed when someone should make an exit, certainly not competitors or the free market."

"Secondly, when a group was in deep crisis, everything came to a halt and Cuccia moved in. He had a good look at the books, called in the banks (often ordering them to provide credit or underwrite highly risky recapitalisations) and at times he sorted out new managers."

Crucial to Cuccia's overall strategy were the three state-controlled banks, the Banca Commerciale Italiana, Credito Italiano and Banca Nazionale del Lavoro. They held stakes in Mediobanca and could be called on to provide cash when required. The relationship was perverse; instead of shareholder banks controlling Mediobanca, Cuccia issued the orders.

The success of Mediobanca was due to Cuccia's extraordinary financial acumen but also his personality. He has never given an interview and attends public functions reluctantly. Photos of Cuccia, with his heavily lined eyes, high forehead, thick lips and hunched shoul-

ders are rare. There is an underground tunnel that links Mediobanca to the next door palazzo, allowing staff and clients to come and go without being noticed.

Among the few journalists to have met Cuccia is Piero Ottone, a former editor of *Corriere della Sera*.

He said: "He is a man of exemplary integrity and rigorous principles in his personal life, who received a modest salary and conducted a modest lifestyle, although he backed some dubious characters. When told he'd supported someone that he himself defined a thief, he would point to the chairs on which his visitors sit, saying, 'If you only knew how many rotters have sat there.'"

Ottone says much of the enigma of Cuccia can be explained by his deeply ingrained Sicilian culture. "That demands absolute loyalty in exchange for loyalty. To the men he supported he would forgive almost anything, but not betrayal." Critics say Cuccia hampered competition, prevented Italian companies from "growing up", stopped the banking sector from developing and sold minor shareholders short. Romano Prodi, the recently nominated President of the European Commission, once described the power of Mediobanca as "a threat to economic democracy in Italy".

For some commentators the advent of European Monetary Union sounded the death knell of the Cuccia-Mediobanca-Italian capitalism system. Cuccia's law, they argue, was pride, thinking he could resist change rather than adapt to it. They also point to the dete-



Enrico Cuccia, puppet-master of post-war Italian banking, has been outmanoeuvred in two recent deals. Grazia Neri

rioration of two specially close relationships: with Italy's most powerful family, the Agnellis, and with Lazard Frères.

For years Cuccia had a close rapport with the mythical Andre Mayer, Lazard's founder. The two banks share control of Assicurazioni Generali, one of Europe's biggest insurance firms, but the relationship has turned frosty. When one of Mediobanca's most promising middle managers Gerardo Braggiotti, was sacked in December 1997, he became senior partner in Lazard. Proof that loyalties no longer lie with Cuccia showed when Fiat helped to organise the San Paolo-Banca di Roma deal – it holds shares in both – and Lazard brokered the Unicredit deal.

Many point the finger at Mediobanca's managing director, 61-year-old Vincenzo

Maranghi, Cuccia's dauphin. They say he lacks vision, makes strategic errors and is responsible for a run of failures that marked the decline in Mediobanca's power. Apart from souping Umberto Agnelli, brother of patriarch Giovanni, and irritating Deutsche Bank, Maranghi has also made enemies in much of the banking establishment.

"Cuccia is arrogant but he is a genius," said Fabio Tamburini, author of *A Sicilian in Milan*, a biography of Cuccia. "Maranghi has always displayed incredible arrogance while making mistake after mistake."

More signs that Mediobanca was warning came with the failure of the 1996 Supergerma project, a fusion that would have saved the Ferruzzi group, another family holding. The

revelation of massive losses in Gemina and the intervention of a magistrate thwarted that.

Last year, Piero Marzotto opposed the marriage, matched by Cuccia, of his textile group with another conglomerate, HDP. And a two-year campaign to wed Banca Commerciale and Banca di Roma failed acrimoniously the week before the Unicredit and San Paolo deals.

If both mergers proceed, there are question marks over the future of Cuccia and the bank he founded.

Should he step aside, there are no obvious successors. Conflict with Maranghi has seen an exodus of top management since 1996.

Whoever is in charge, Mediobanca will change. It may try to carve a strictly merchant banking role, divesting itself of its stakes in Italian

companies. If it is the subject of a takeover bid, it could divest itself of only minor holdings, retaining essentially as it is, but fused with the raider.

"It's not a large or structured organisation," says Fabio Tamburini. "There are only 300 employees. It's a boutique so it will be difficult for them to compete solely in that sector."

There are jewels in the Mediobanca portfolio. It holds strategic share packets in apertising companies such as Generali and SAI (insurance). Pirelli (tyres) Compart (chemicals) HDP (media and textiles) Falck and Fondiaria (steel). The presence of Cuccia has always been a protection for these companies against marauders. In future their only defence will be staying competitive and seeking strategic alliances themselves.

## A WEEKLY DIGEST OF THE WORLD'S FINANCIAL PRESS

## BusinessWeek

**BUSINESS WEEK**  
Can US chief executives justify pay packages that average \$10m?

OUTRAGEOUS? WELL, yes and no. Many CEOs appear to be earning their keep. Thanks to options, the link between pay and performance has never been tighter. Enormous value has been created by many of these top execs. And shareholders are not complaining either.

But times are exceptionally good for executives to strut their stuff. It's too easy to confuse genius with a bull market. What to do? To ensure that only the best performers reap their just rewards, we support Alan Greenspan in advocating indexed options. Give CEOs options that have no value unless the stock actually does better than a market or a peer group index. High pay is OK only if supported by performance.

— Editorial

## FINANCIAL NEWS

**FINANCIAL NEWS**  
Placing new restraints on derivatives would be unnecessary and unwise

THE WORLD Bank's snipe at the \$50 trillion derivatives industry is somewhat uncharacteristic. Derivatives instruments help tease apart the strands of risk entwining the global economy. They offer investors untold opportunities to assess the merits of government policy. In doing so they attract capital to well-managed economies and facilitate flows out of those that are unsound. This is evident not just in emerging markets but in G10 countries such as Italy.

To levy an ill-conceived regulatory framework on emerging market derivatives would be to punish those countries making painful, but rewarding strides towards recovery, and those which have turned their back on the free-market principle.

— Editorial

## The Washington Post

**THE WASHINGTON POST**  
On how Brazil has come back from the brink of recession

IN JANUARY, Brazil conducted a crisis devaluation of the currency. It was a cruel blow to a lower class already absorbing severe punishment, and also to a middle class scarcely more securely perched on the lower rungs of a society notorious for its income disparities. Yet it did not produce the widely-feared Brazilian meltdown. Brazilians still expect negative growth this year.

Nonetheless, developments in Brazil can be regarded as an achievement. They do more than win President Fernando Henrique Cardoso the further respect of the international financial set. They confront the twice-elected former professor with the opportunity to tackle more demanding reform.

— Editorial

## FINANCIAL TIMES

**FINANCIAL TIMES**  
On Europe after the euro's first one hundred days

WITH INFLATION subdued, the central question becomes an assessment of the scale of the trouble facing the real economy. It is serious. Eurozone growth has collapsed. Domestic demand is sickly and business confidence and investment are terribly weak. Monetary easing alone will not cure Europe's economic ills. For too long politicians have avoided the difficult liberalisation needed to unleash enterprise and help unemployment fall.

Since the launch of the euro, too many politicians have been second-guessing the ECB. After the ECB's first rate cut, it is time for governments to play their part. If monetary union brings economic reform, that really will be a reason to drink a toast.

— Editorial

## The Economist

**THE ECONOMIST**  
Why America is fighting a just trade war over bananas

BUT SURELY, a liberal might plead, the EU should protect poor Caribbean banana growers against heartless American multinationals? Is not bending world trade rules a small price to pay for helping the poor? No, it is a large price to pay, and for not very much help. Trade restrictions are not a good way to help poor countries; trade rules are too important to global prosperity. Moreover, the banana regime is a rich man's racket.

It costs European consumers about \$2bn (£1.24bn) a year. Of that, around \$1bn (\$0.62bn) goes to the distributors. Banana growers in the poor countries get only \$150m (£93m) a year. If the EU wants to help, it should throw open its banana market and increase direct aid to the Caribbean.

— Editorial

## FORTUNE

**FORTUNE**  
On what China stands to gain from the World Trade Organisation

WHAT WORRIES China is the short term: the impact on state industries. With a stability-obsessed leadership alarmed by rising unemployment, the list of potential WTO casualties is long. China may call itself a "developing" country, but a more accurate label is "semi-reformed". And the further Peking inches towards market reform, the tougher become the choices.

From this perspective, China's drawn-out WTO entry bid simply highlights a more fundamental challenge for the Chinese leadership: how to get the country from an opaque, state-dominated economy to a rules-based free-market system without eroding the pillars of one-party power.

— Editorial, Richard Tomlinson

## BARRON'S

**BARRON'S**  
On the impact of overstated earnings on Wall Street

MIND-BLOWING valuations and speculative frenzy by no means exhaust the list of things that trouble us about the level of the market. Reported earnings are a sore subject as well. We've long had a gripe about taking huge anticipatory charges in a bad year, so as to puff up earnings the next. Equally irksome is hyping earnings by using options instead of cash to pay employees.

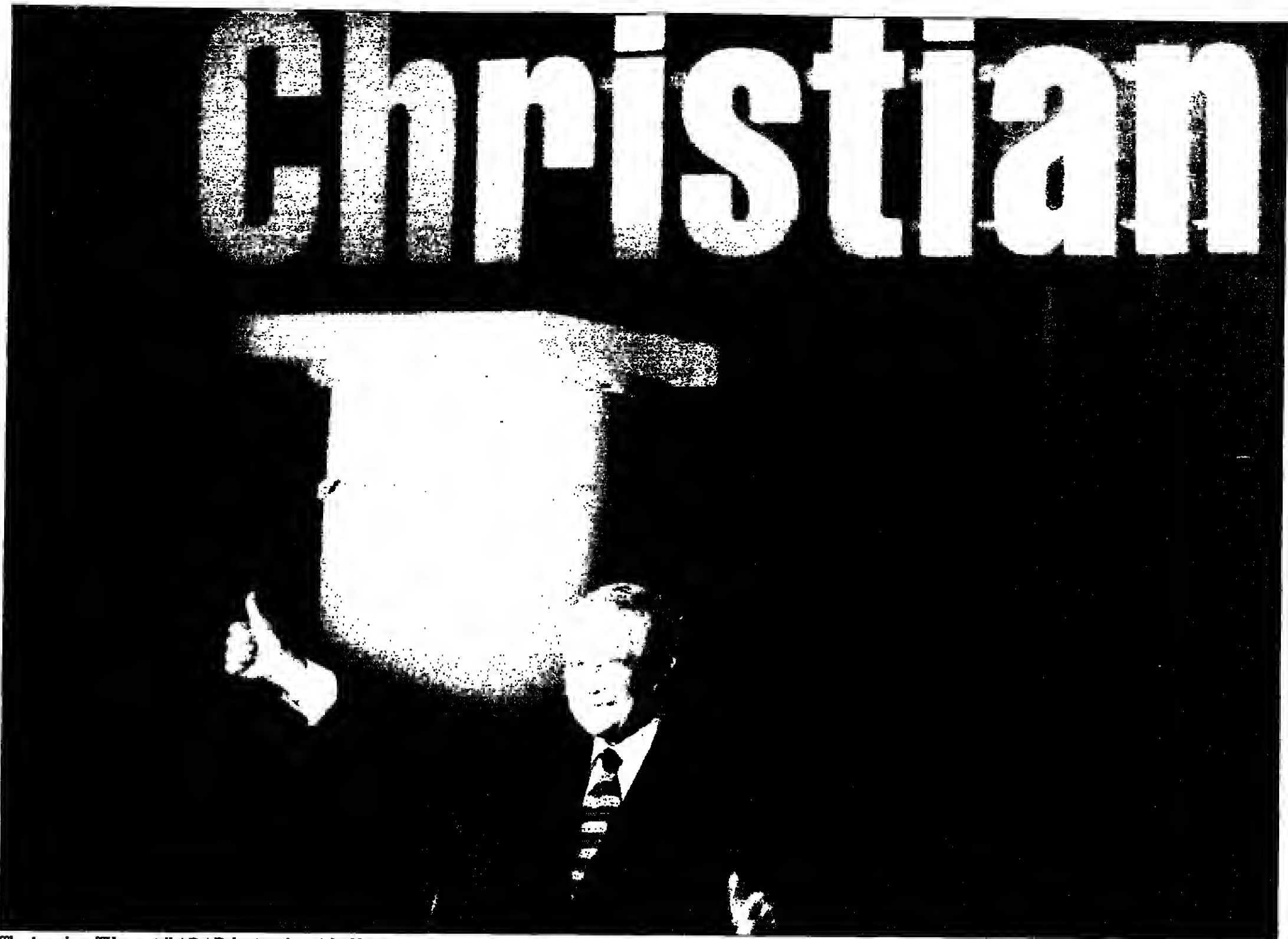
Andrew Smithers has bravely sought to determine the impact of the use of options on corporate profits. If corporations had accounted fully for the costs of options, published profits would have been reduced by a whopping 56 per cent in 1997 and 50 per cent in 1998. It puts the market in a slightly different light, doesn't it?

— Editorial



صحة من الامم

COVER STORY



The American TV evangelist Pat Robertson is watched by millions. The Bank of Scotland thought this would be useful for its online banking venture - but misjudged the moral mood. Roberto Borel

# One hell of a deal

BY ANDREW MARSHALL AND ANDREW COLLIER

FOR PAT ROBERTSON, Bank of Scotland seemed like the perfect partner. One of Britain's most venerable and sober financial institutions, it is the oldest existing UK clearing bank, having been first established in 1695, and has a reputation for the kind of Scottish Calvinist solidity which places reputation before risk and regards gambling with its 250bn of assets as a moral sin rather than a corporate opportunity.

Its chairman goes by the title of Governor, a position which, in theory if not in practice, is equal to that of the Governor of the Bank of England, and it prints its own bank notes. For Mr Robertson's particular brand of religious conservatism, it appeared the ideal partner.

There was also a sentimental reason for Mr Robertson to forge links. The year that Bank of Scotland was founded, 1695, was also the date when Mr Robertson's ancestor, the Rev James Robertson, set sail from Scotland for the New World. It was uncanny almost as if this venture had been preordained.

For Bank of Scotland, Mr Robertson also seemed to offer unparalleled opportunities. He is one of America's most accomplished TV evangelists, as well as a highly successful businessman in his own right. The idea of setting up a low-cost online bank in the US with Mr Robertson responsible for the promotion, seemed just too good to resist.

Going online is regarded as very much the way forward for retail banking and it offers new entrants such as Bank of Scotland the opportunity to establish a market position at virtually no cost. The millions of God-fearing Americans who regularly tune in to watch Mr Robertson's shows offered a captive, and potentially very lucrative market. It seemed like a deal made in heaven.

Except that this is not how it turned out. Bank of Scotland's association with Mr Robertson has turned into a public relations disaster of monumental proportions. Hundreds of students, union leaders, politicians and church activists have declared a boycott of Bank of Scotland in protest, and the link-up has been almost universally condemned in the Scottish press.

Some protesters have handcuffed themselves to the railings of the bank's Edinburgh headquarters. Mr Robertson, they say, is a bigot, whose anti-gay, anti-feminist and often extreme right-wing views should have set warning lights flashing among the staid grey suits at Bank of Scotland.

Both the bank and Mr Robertson are determined to ride the storm. Mr Robertson, it is claimed, has in the past been able to avert hurricanes with the power of prayer, and if he can do that, surely he should be able to weather this gale.

But, with the bank's share price beginning to suffer, and the possibility that the current comparatively limited protest could grow into something more damaging, doubts are beginning to creep in.

Certainly the normally thick-skinned Mr Robertson has been shocked to his core by

It looked like a marriage made in heaven. The bank with the impeccable Calvinist credentials and the pastor with an interest in online banking. But the American TV evangelist the Rev Pat Robertson moved in ways that were too mysterious for the conservative parishioners of Edinburgh, and the Bank of Scotland found itself embroiled in an unholy public relations disaster of near biblical proportions



the degree of hostility. "I'm just appalled by the distortion", he has been quoted as saying. "They (the British media) make the American press look like choir boys. I'm proud of my Scottish heritage but that pride has been somewhat diminished over recent weeks."

So who is Mr Robertson, and why do so many Scots find him so objectionable? These are just some of Mr Robertson's views: he thinks gays are Satanists, that Presbyterians are the "spirit of the Anti-Christ", and that Hindus and Muslims are inferior to Christians.

Pat Robertson is a businessman, a politician and a religious leader, and about as controversial as you can get in each sphere. His varied activities over the past decade have prompted many to ask which pursuit comes first for him, and how far his different activities are kept separate.

Mr Robertson is a hugely wealthy man who lives on a mountain in Virginia. The Christian Coalition, the religious and political group which he founded, has 1.8 million members, 1,900 chapters and brings in tens of millions of dollars in donations every year. If what Bank of Scotland is looking for is someone with expertise in communication, modern campaigning techniques and a grasp of technology, then Mr Robertson certainly has his attractions.

But that is balanced by his public image. Mr Robertson is a controversial figure in the US, hugely popular amongst conservative Christians but loathed by the political centre and left. He has put himself in the spotlight not just for his statements about gays and other religions, but by a series of legal actions that have, in effect, told him to render unto Caesar that which is Caesar's - or, in other words, to pay his taxes.

His views on gays have embarrassed even his followers on occasions. For instance, he forecast that tornadoes, hurricanes and perhaps a meteor would strike

Disney World in Orlando because it hosts gay events. "Many of those people involved with Adolf Hitler were Satanists, many of them were homosexuals," he has said.

"The two things seem to go together." He is not that friendly towards other Christian denominations, let alone other religions. "You say you're supposed to be nice to the Episcopalians and the Presbyterians and the Methodists and this, that, and the other thing," he said on January 14, 1991. "Non-sense. I don't have to be nice to the spirit of the Anti-Christ."

Mr Robertson has also insulted Hindus and Muslims. "When I said during my presidential bid that I would only bring Christians and Jews into the government, I hit a firestorm. What do you mean? 'You're not going to bring atheists into the government?' How dare you maintain that those who believe in the Judeo-Christian values are better qualified to govern America than Hindus and Muslims?" My simple answer is, "Yes, they are."

Mr Robertson started his business career by buying a small television channel in Virginia. He walked in one day in 1960 and said that "God has sent me here to buy your television station". This he turned into the Christian Broadcasting Network, a tax-exempt organisation and a vast enterprise that has expanded into a global business empire.

The Family Channel was spun off in 1990, and sold to

Rupert Murdoch and other partners in 1997 for \$1.8bn (£1.1bn). Mr Robertson's Christian Coalition was eventually built into the largest and most important vehicle for the Christian right. In 1988 he went so far as to run for the White House, successfully beating George Bush in several Republican primary races.

Not all of his businesses have been successful. Standard News, a radio service, and Zap News, a daily fax service, were sold after both failed to meet expectations. Another business, Kalo Vita, was formed to sell "Sea of Galilee" mud masks and "American Whiskey" but it was not a success.

Questions have been raised about the separation of his business, religious and charitable enterprises. For instance, Mr Robertson went into business in Zaire with Africa Development Company, a diamond venture. That became an embarrassment after pilots who were supposed to be flying relief flights into the country for Mr Robertson's Operation Blessing said that they had actually been supplying the diamond venture. The issue is still being investigated in Virginia. There were also questions asked about Mr Robertson's links with former Zairean dictator Mobutu Sese Seko, who was banned from the US, overthrown and died in exile.

The Federal Election Commission launched a case against the Christian Coalition alleging illegal partisan electioneering, which would be a breach of its status as

a charity. The investigation turned up some interesting tapes of Mr Robertson sounding less like a preacher than an old-fashioned party political boss. "Look, we put you in power in 1994," he said of the Republican-dominated Congress, "and we want you to deliver."

The Internal Revenue Service, after a lengthy probe of the CBN, retroactively revoked its tax-free status for two years in the 1980s, and made it pay an undisclosed fine for contributing to Mr Robertson's presidential campaign.

Is this really the sort of man Bank of Scotland ought to be associating itself with? In banking terms, the link-up seems to make sound financial sense. Mr Robertson has 55 million people regularly tuning in to watch his robust and populist diatribes. Drive those viewers towards a new bank bearing the Robertson imprint, and it could amount to an awful lot of dollars going on deposit.

This is not, though, to be any old bank: the idea is to launch an Internet-based operation. Competition in this sector is tough in the US - the new kid on the block would be up against established players such as Telebank Financial Corporation and Atlanta-based NetBank - but, with online banking growing by more than 100 per cent a year, the potential rewards are massive.

In recent years, Bank of Scotland, under the stewardship of its low key but nevertheless dynamic and visionary chief executive, Peter Burt, has been both successful and innovative. Its direct banking tie-up with Sainsbury's, for instance, brought in 700,000 customers and more than £1.5m in a year.

The problem with the proposed venture was not its financial appeal: it was the reputation of Mr Robertson himself. Leading figures at the bank's headquarters were aware of the broad thrust of Mr Robertson's views when they signed up. Crucially, they still chose to go ahead with the deal, presumably believing that opposition to his

views would not survive the journey across the Atlantic, or - perhaps more likely - that the business benefits of the tie-up would far outweigh any PR problems. It did not take long for their judgement to be proved lacking. News of the proposed venture caused indignation right across Scotland. Gay campaigners, outraged by Mr Robertson's anti-homosexual stance, view the deal with the same contempt that anti-apartheid campaigners used to voice about the dealings of Barclays in South Africa, and have called for the pink pound to be shifted elsewhere.

Edinburgh University Students' Association, with a turnover of £7m, said it was considering its position, while the London-based property management agent, Duncan Lustig-Preen, said he would be writing to legal firms advising them that his company would not assign certificates on consent to transfer where a Bank of Scotland mortgage was involved.

The worst blow of all for the bank, however, was the threat that the ecumenical body Action for Churches Together in Scotland (ACTS), which represents the main Christian denominations who have 1.5 million adherents, could withdraw its account from the bank. The Episcopal Bishop of Edinburgh, the Most Rev Richard Holloway, said Mr Robertson's beliefs were against everything the churches stood for.

As the media raged, the bank's share price slipped by 10 per cent and analysts such as Capel Cure Sharp in the US warned that the move was causing their clients a good deal of concern.

As the row continued, the bank turned to a professional public relations company, Media House of Glasgow, to try and get its message across. This appointment, however, turned out to be almost as big a mistake as its original deal with Mr Robertson. Media House is run by Jack Irvine, a dyed-in-the-wool tabloid journalist who is a former Scottish editor of *The Sun* and has a reputation for writing hard-hitting columns for the Scottish edition of *The Mirror*. Irvine was an odd choice of mouthpiece, and it did not take long for new problems to develop. When politicians of all colours on Edinburgh City Council united in voting to write to the bank, deploring its actions, he responded by retorting that they "have a worldwide reputation for putting their foot in their mouth, and this is in keeping with that tradition ... in the run-up to the Scottish elections we are seeing somewhat hysterical behaviour, and this is an example of it." Up at the bank's headquarters on The Mound you could almost hear heads banging on tables.

For all the high farce of the situation, however, nothing has changed. The bank is still intent on pushing the deal through. Mr Robertson is shaken, but remains unrepentant. Protesters, for their part, are now aiming to raise an international petition via the Internet. At this stage, few are prepared to predict who will eventually gain the upper hand - commerce or ethics.

profits?

Food shopping experience, the grocery retailer's reputation is far from over. Food distribution has caught up with the convenience of the supermarket, which will not come to terms with the Internet, which will not come to terms with the supermarket. The retailer still needs the incentive to survive.

Does this mean that we should stop worrying about the profitability of supermarkets? Not quite. The reason is that one important by-product of the retailing industry is the provision of a shopping experience. Supermarkets have been accused of being a threat to the survival of independent shops. It is a problem about the profitability of the stores. It is a problem about the government's policy. It is a problem about the future of the retailing industry. It is a problem about the future of the economy.

Two recent deals. Creditors of the bank of Scotland have agreed to a deal with the bank of Scotland. The deal is a result of the bank of Scotland's financial difficulties. The deal is a result of the bank of Scotland's financial difficulties.

BARRON'S

Following valuations and the fact that the market has moved on, the bank of Scotland has been forced to sell its shares. The bank of Scotland has been forced to sell its shares. The bank of Scotland has been forced to sell its shares.



## ENTERPRISE ISSUES

## All that clusters could be gold – for Britain plc

TO THINK of businesses as disembodied, abstract things is all too easy. That means policy discussions on how to boost productivity and competitiveness tend to focus on rather abstract methods – upskilling, benchmarking and the like. Management theorists get down to more nitty gritty matters, but even they tend to focus on big-picture corporate strategies and human resource policies.

Abstraction is essential, of course, but sometimes we need to remember that business involves actual people. More than that, companies exist in actual places, but it is rare to hear about how place can be made to contribute to the productivity of UK plc.

The competitiveness White Paper published late last year actually had a stab at it, as it focused on the idea of clusters of industrial success.

One of the most noteworthy things about economic activity is that it tends to be heavily concentrated geographically, with specific

types of business often close together – cutlery in Sheffield and cotton in Manchester are now software in Cambridge and call centres in Glasgow.

This poses two sorts of policy question. For national governments, the issue is encouraging the development of as many clusters of as many sorts as possible. For local government, it is how to develop as a cluster, probably in competition with other centres.

The existing framework for setting policy is not well geared towards addressing these questions at either level of government.

Take the vexed matter of interest rates. Every time the Bank of England has cut rates – six times in seven months – representatives of manufacturing industry have condemned it for not going far enough.

Setting interest rates to suit the economy rather than just the struggling manufacturing sector is equivalent, in Britain, to setting rates too low for the South-east and

too high for the North – and too high for the urban centres of traditional industry. There is no way around this, but there are ways in which policies can adjust to take account of geography.

For instance, there is a crying need for national co-ordination of the competing subsidies different areas offer potential inward investors. A national body might well have to take unpopular decisions to designate preferred locations for certain types of investor.

The national government also has an important role in regulatory and competition policies, and in the big-picture planning on transport infrastructure. Many businesses locate in places it is easy to get out of, so decisions about the motorway, rail and air network have a big impact on certain towns at the expense of others.

The policy agenda becomes more difficult at local level. Most local authorities keep policies in separate compartments: economic development, planning, transport,



DIANE COYLE

There's a crying need for national co-ordination of all subsidies for different areas

housing, education and so on. Even those with effective enterprise agencies whose job it is to look at the big picture can rarely translate broad conclusions into an across-the-board strategy.

The main conclusion of a recent series of papers on cities is that urban policies need this broad sweep. The summary paper proposes a series of "policy handshakes" as a device for joining up local policies that have traditionally remained separate.

One obvious example – when you think about it – is that housing and education policy ought to be related because people's decisions about where to live are conditioned by where they want to send their children to school.

Therefore improving a school can regenerate an estate. This matters for business because potential employees will not move to work for a company if they cannot live their lives as they want – people, as well as companies, exist in specific places. Once you start

making the links it is hard to stop. Thus education policy affects transport planning too, because if people decide they have to send their children to independent schools it will lead to an increase in car traffic as harassed parents do the motorised school run rather than walking their children to the local school.

A further implication of this train of argument is that policies can no longer be left in the hands of the professions that have traditionally monopolised them.

As the paper puts it, local government has been run – not very effectively – as a form of command and control economy. The authors write: "In many cities the existing political structures and city leadership find it difficult to respond to the speed and nature of change in modern economies."

Professional local government and planning officials have tended to set policies without much sensitivity to the real needs of households or businesses. Any

body who has tried to influence a local authority decision such as the placing of a crossing or traffic island will see the truth of this.

Some of the most successful clusters are in new science parks developed with the direct input of the businesses using them. This is a sign that it has been too hard to generate the same hives of entrepreneurship and wealth creation in existing urban centres, despite their huge advantages such as shops, cafés and bus stops.

The success of the out-of-town science park is a badge of business failure for town centres, just as much as the existence of the out-of-town shopping centre. Many new businesses have decided they will create their own places, but it would boost British productivity if all places could be made as attractive to companies.

\*The Richness of Cities: Final Report, by Ken Worpole and Liz Greenhalgh, Comedia and Demos, £15, tel 01509 890083

## FOCUS

## China yields to a brave new Web

BY DIANE COYLE

"If we were making a profit already, I wouldn't be doing my job," says Lyric Hughes, chief executive of China Online, a one-year-old Internet company.

Yet after an initial scramble for funds, financing the new company is proving almost alarmingly easy. "To start with I would go to all sorts of lengths for a \$100,000 investment, but recently people have been ringing up to offer tens of millions," she says. "I do return all the calls still," she adds.

This eagerness to invest in the Internet is expanding Ms Hughes's ambitions, and their range offers an insight into the almost endless possibilities still available to the pioneers of online business. Her original plan to bring news out of China to the world has expanded to include taking the world into China. Chinese Internet service providers are few and weak, yet there is huge demand for Chinese-language content. "I'm causing some alarm to my board. I had thought we would do this some years down the line, but this business moves incredibly quickly," she says. She is also considering expanding her Internet news service to other relatively untapped parts of the globe, such as Africa.

The genesis of China Online was her 20 years' experience working for an international marketing agency that served US companies in China. Her expertise and contacts allowed her to fax out information about events in the aftermath of the death of Deng Xiaoping earlier than anybody else – earlier even than the Chinese newspapers since they provided her with news before printing it themselves.

But it was the growth of the Internet as a means of distribution that allowed her to set up



Memorial rites for the Chinese leader Deng Xiaoping, the aftermath of whose death was reported earliest by Lyric Hughes, later chief executive of China Online

China Online. "We are a technology-enabled company," she says. "Without the Web as a distribution mechanism it would have taken us many years and much more money."

Most people assume that any online provider in China has a problem with state censorship, but Ms Hughes is vehement in her rejection of this idea. The authorities are extremely concerned about pornography, but otherwise regard the Internet as a useful means of free expression, she argues. Not once have they complained to her about any news item carried by the service, which Zhu Rongji, the Chinese premier, reads regularly. This contrasts sharply with the control freaks at Microsoft, for example, who exert considerably more effort than the Chinese government to dictate China Online's content.

Her new ambition is to create, in addition to the existing English language news service on China, a package of news, entertainment and sport in Chinese for China. The structure of local telecommunications costs has made it impossible for Internet service providers to thrive domesti-

cally. They are small and weak, so the market is effectively open to an outsider.

Ms Hughes approached Ark Capital, a Chicago-based venture capital firm specialising in ethnic minority businesses, to help to raise an initial \$3m a year ago. She is the first female entrepreneur backed by Ark. Of the 1,800 venture capital-backed start-ups in the US last year, 50 are headed by women.

The company's financial plan envisages break-even point next year or soon after – but the timing depends on the choice of strategy. The more ambitious it is, the later the profits start to roll in. The point, she argues, is to build a brand name and ensure that the company is first in its field. That is what builds competitive strength in the fledgling Internet economy.

Ms Hughes is the absolute antithesis of the computer nerds who have founded so many other e-businesses. Her senior colleagues in the 28 person company include Doug McGill, who set up the Bloomberg operation in Hong Kong. The company's chairman is David Hale, the economic pundit at the Zurich Group in

Chicago. Then there are the employees: "They are there when I get to work and I have to send them home at night," says Ms Hughes, who has two children. China Online has more than 300 consultants and analysts to call on.

There are three existing strands to the business. It is a news agency, which has customers such as Reuters and the Financial Times. It provides a proprietary database and information service to corporate customers, including giants such as AT&T that do business in China.

Thirdly, and perhaps still most important for growth, China Online is setting up partnerships with e-commerce companies, which will allow them to crack the enormous Chinese market. China already has 4 million Internet users, more than the UK. This is forecast to grow to 10 million by next year and overtake the US online market by about 2006.

"People in China don't really have access to shops and goods at all. They don't have banks as we know them," she says, arguing that the country might well skip the stage of having high street shops and banks.

Ms Hughes clearly has a vision of almost infinite possibilities for her business, combined with a sense of urgency about the need to grow. As with so many net entrepreneurs, whose enthusiasm is perhaps the most convincing argument for believing the US economy does have new fundamental strength, Ms Hughes sees a bright future for her China Online. "Perhaps we will hit a brick wall, but if you're not running so fast that you might crash into the wall, you're not running fast enough," she says.

<http://www.chinaonline.com>



Lyric Hughes used her contacts as a springboard for the company's success Sinead Lynch/Financial Times

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## MY BIGGEST MISTAKE: JOHN MONKS

## Why my union wars ended

JOHN MONKS, 53, was educated at technical school and at Nottingham University. He spent two years in the electronics industry before joining the TUC in 1969. He became its deputy general secretary in 1987, and general secretary in 1993. He is also a visiting professor at Ulster.



My biggest mistake was to believe so long in conflict being inevitable in the world of work. I strongly believed unions were there to explain and manage discontent, and that meant there would be a high degree of dispute. That was the general view. There was a lot of conflict in the late 1970s and early 1980s – at least one major strike a year.

It was also philosophical: I believe organisations are pluralist in a social sense, and there's a difference of interests, and that was the pre-

vailing philosophy of industrial relations. I didn't take a Marxist view, more a social democratic perspective in the European sense. It seemed to be the way things were.

But there was clearly a decline in the big areas of traditional manufacturing, and there had been three million jobs lost in factories between 1980 and 1983 – so there had been quite a big loss of union

membership, and neither the industrial military strategy had worked, nor the political strategy. Labour didn't get elected in 1987, and it was looking long odds that they would ever get elected.

The Damascus experience, for me, was in that year. We conducted a survey of what people wanted from work, and we found most people liked the organisation for which they worked, and they wanted the esteem of the person for whom they worked. What people wanted was to do better, rather than look for dispute.

It led me to think hard about what unions should be doing, and to be a leading advocate for partnership. I thought about how we would translate it into union strategy – and I realised that was the challenge. We had to appeal to people in the changing world, not wish the world was back

as it had been in the 1970s. I started to put these things into practice more when I became general secretary of the TUC.

The TUC had to move from being a bureaucratic, processed organisation to one that was project-dominated, with people measured by outcomes. We wanted to make partnerships with employers the goal, seeking relationships to gain trust, and using that basis to change quickly and smoothly without disputes and disruption.

We have started to evangelise this kind of trade union. Many companies still don't respond positively to the partnership message.

But an increasing number do, including Tesco, Legal & General, Barclays, British Aerospace, Co-op Bank and the Inland Revenue. We aim to double the number by the end of the year.









## THE CANARY

**Barclays farce:** To say that the decision to retire Mike O'Neill (below) on health grounds on the first day of his job as chief executive of Barclays took the organisation by surprise is something of an understatement. When the call came through last Thursday from California informing the acting chief Sir Peter Middleton that his new recruit was suffering from more than flu he was just about to take a weekend away with Lady Middleton to mark the fact that he was about to hand over the reins and settle back to his part-time role as non-executive chairman. Now it is back to square one. *C'est la vie.*



**Georgious George:** The financier George Soros's third place in a list of Britain's 1,000 richest people, published last weekend, provokes a couple of thoughts. First, we always thought George was a Hungarian living in America. Second, his funds have had a ghastly start to the year. The \$6.9bn (£4.1bn) Quantum Fund lost 15.5 per cent of its net assets in the first quarter of 1999. If he invests in his own funds – perish the thought – his wealth should have shrunk rather than grown. A call to Soros Fund Management's headquarters to answer these pressing concerns is met with a firm "No comment".

**Merrill merger:** The courtship between Chase Manhattan, the giant American commercial bank, and Merrill Lynch, the giant American investment bank, is said to be nearing consummation. There is no official confirmation, but talk to anybody in Merrill Lynch's London office, where a deal is expected around July, and the conversation inevitably turns to the value of their share options. "We'll wait for the share price to peak, then head off," says our source at Merrill in London.

**Going green:** Despite record revenue in 1998, Reuters is planning to move more of its operations from London to Devon. It already has its fixed-income operations in sleepy Tiverton. Reuters is surprisingly tight-lipped about the plans considering it is an information company, but loyal Devon staff say the reason is to cut costs. An average salary in the Tiverton office is around £15,000. That's small beer compared to the £800,000-plus rousers by Peter Job, the 57-year-old former journalist and chief executive. A decision will be announced in May.

## Derek Wanless

Chief Executive, NatWest Bank  
GIVEN THE many changes that are taking place in retail banking, I would nominate my colleague, Tim Jones, who heads NatWest's retail bank. To be successful in financial services management, you need to be creative as well as having sound financial management skills. Tim has both. He led the team that invented Mondex, the electronic cash purse, helped to pioneer Switch, and he is now responsible for the transformation of NatWest's retail bank into one of the most advanced banking systems anywhere in the world.

From an external perspective, I share everyone's admiration for Sir Brian Pitman, of Lloyds TSB. His contribution to the financial services industry over many years including his commitment to achieving ever improving returns to shareholders are obvious for all to see. He has a formidable track record, combining a far-sighted vision for his own organisation with solid banker values.

## Mervyn Pedley

Chief Executive, Co-op Bank  
FOR VISION and integrity, I nominate my own predecessor Lord Thomas. His determination to publicise the fact that what retail banks actually do is to look after their customers' own money, and that those same customers deserve to know and have a say in how their money is invested, was courageous and laid the foundations for our ethical stance and success.

For business acumen, quiet influence and achievement, I have long admired an often unsung hero, Richard Delbridge, director and CFO of NatWest Group. Richard's career includes the same roles at HSBC and Midland Bank and as UK head of JP Morgan. I am impressed with NatWest's recent surefootedness in refocusing itself. Richard's steady hand has undoubtedly played its usual key role.

And, no list could be complete without Peter Ellwood, Lloyds TSB's CEO. Peter is an outstanding example of that rare ability to combine strategy formulation with effective implementation.

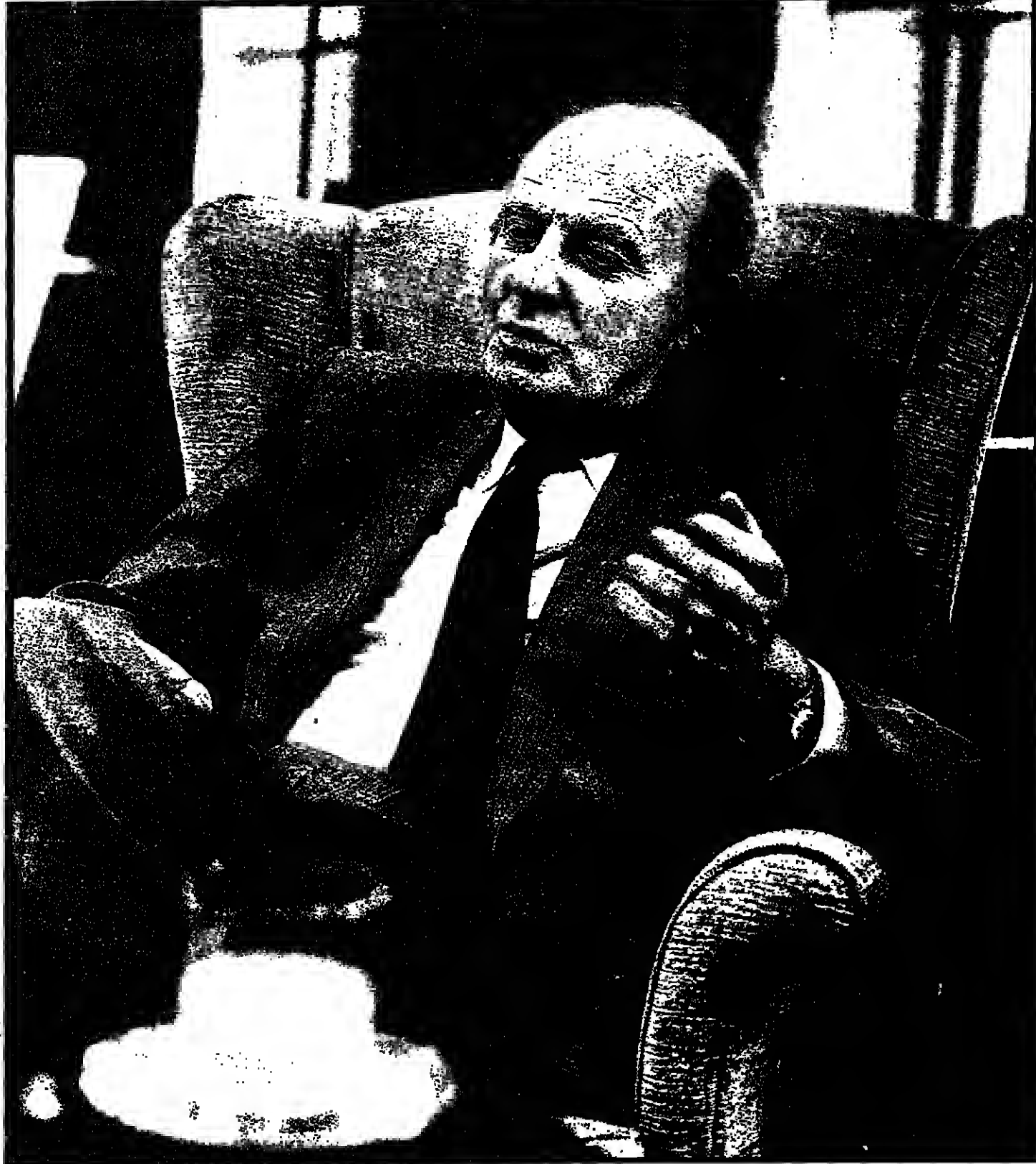
## Peter White

Group Chief Executive, Alliance & Leicester plc  
RETAIL BANKING has changed dramatically during the 1990s with a much greater understanding of the need to improve efficiency and customer service while at the same time focusing on increasing shareholder value. On these criteria it is difficult to look beyond Sir Brian Pitman who, as chief executive of Lloyds Bank (now the Lloyds TSB Group), took what was the smallest of the clearing banks to a leading position in the UK market. His decision to concentrate on a largely domestic strategy while other banks made expensive forays into investment banking *et al* has been fully vindicated.

Another market leader is Peter Birch who took Abbey National to the stock market in 1989 and helped to show that converted building societies have nothing to fear from the commercial marketplace.

## Gary Hoffman

Managing Director at Barclays Retail Financial Services  
IT WOULD be difficult to talk about personalities in retail banking without mentioning Sir Brian Pitman



Sir Brian Pitman: he has 'preached the virtue of shareholder value and has delivered it'

Geraint Lewis

of Lloyds TSB who has consistently delivered exactly what he's promised. And then there's Martin Taylor who was formerly of Barclays. He brought a completely different style to the running of a traditional bank which was particularly refreshing. He could empathise with the biggest of the institutional shareholders, the smallest of our customers and the people who worked in the bank. He could speak to them all. But really the people I admire most, given that banks are often portrayed as big and bad, are the ones who work on the front line, providing a day-to-day service to the customer. That's what retail banking is really all about.

## LP Finn

Chief Executive, Northern Rock plc  
SIR BRIAN PITMAN has to top any banking list. He has preached the virtue of shareholder value and he has delivered it. Absolutely clear

focus is a key executive skill and Sir Brian is well endowed in this respect. With the new banks it is impossible not to think of Peter White of Alliance & Leicester. He's an ebullient character, but steady – another mandatory quality.

Looking at softer management qualities one has to congratulate Brian Davis at Nationwide for rescuing mutualism from a premature demise. He's convinced himself that New Mutualism is as significant as New Labour and has gathered many proselytes to his cause. But the value of mutual building societies is reducing at a steady pace, which must give their boards of directors pause for thought.

## Andy Dewhurst

Marketing Director, Tesco Personal Finance  
I ADMIRE Sir George Mathewson, of the Bank of Scotland, because he is one of those rare bankers who shares our

commitment to customers and thus was quick to spot the potential of supermarket banking. Supermarkets have been able to invade the banks' territory so successfully because so many bankers treat customers as an afterthought. I am impressed by George's vision in developing non-banking activities. He has encouraged Direct Line to change the face of general insurance by offering convenience, value and high-quality service. He has shown similar vision in developing telephone banking and now in providing what I think is Britain's best Internet banking site.

## Frank Sullivan

General Manager, Allied Irish Bank (GB)  
I WOULD like to nominate Peter Ellwood, Group Chief Executive at Lloyds TSB. His company's recent performance is evidence that he and his team have found a successful formula. Through an acquisition

strategy and a "no nonsense, value for money" approach, they have recorded an excellent performance. Integrating new businesses, like C&G, is one thing. What is even more impressive is that Peter and his colleagues have managed to add value in doing so. Too often, the result of a merger or acquisition is a blurred, compromised approach. In the Lloyds TSB case, they have come up with an even stronger customer proposition. The new bank focuses on a small number of products, cutting down potential for customer confusion and red tape, placing a high value on customer service. The bank's strategy appears clear and simple. Ellwood has managed to simplify a mature organisation effectively.

## Ian Harley

Chief Executive, Abbey National  
OBVIOUSLY, I am enormously impressed with my own team. But if I had to pick one person who stands

out in retail banking, it would be Bill Doughton from Midland. He's something of an outsider in our industry really – he's a Canadian. He's fairly new and has very refreshing ideas. He is willing to challenge established views in banking. He has tried to inject our banking establishment with something of the interesting things that they are doing over in Canada. He is full of energy and enthusiasm and resilience. He is a tough chap but has humility.

## John Clifford

Chief Executive, Allied Irish Bank  
THERE ARE two banks which we find it difficult to win business from – the Bank of Scotland and Lloyds; for this reason, I have great respect and admiration for both. In the Bank of Scotland's case, Sir Bruce Patullo overcame the disadvantage of having little or no presence in England in the early 1980s by successfully developing alternative channels – electronic and partnerships – which have allowed it to reach large numbers of customers without the need for branches.

However, my vote for the most influential leader in our industry must go to Sir Brian Pitman who has transformed Lloyds bank from "one of the pack" in UK banking to a high-performing business that is admired internationally. He has been the UK's leading proponent of shareholder value even before it was popular or well understood, and his relentless pursuit of value, and the clarity and simplicity with which he communicates it sets him apart. He has shown great courage and self-belief in resisting the temptation to follow the herd in expanding internationally or into investment banking – both directions have proved very costly for his erstwhile larger competitors. He has equally demonstrated vision and consistency in pursuing his value-based strategy through astute acquisitions and through divestment of non-core businesses at home and abroad. The measure of his success in translating philosophy into reality is best illustrated by his outstanding record of doubling shareholder value every three years for the past 15 years.

## Ray Entwistle

Chief Executive, Adam and Co plc  
I AM a great admirer of Sir Brian Pitman and the dynamic force he has shown as a banker along with Jeremy Morse, former Chairman of Barclays, and Sir George Mathewson, of the Bank of Scotland. In the 1970s and 1980s Sir Brian was probably one of the most powerful men in banking, and going back 20 years I remember meeting him at a dinner party. I found it intriguing that a man of his status was prepared to listen to someone of my somewhat lower status. Without a doubt he was the forerunner of the transformation of the banking industry. He was totally focused on shareholder value. Interestingly he was ruthless in getting rid of the over-50s from the business because they were too highly paid, in his opinion, and he was the first to recognise this. I find what he's done slightly heart-rending; he has removed the traditional professional banker and has replaced him or her with a highly trained sales force – but he has been enormously successful. He has done what he was paid to do.

INTERVIEWS BY  
SALLY CHATTERTON

## BOOK OF THE WEEK

## The old common sense will not do

**The Next Common Sense**  
By Michael Lissack and Johan Roos (Nicholas Brealey Publishing, £18)

SOUTHWEST AIRLINES, the US regional carrier run by Herb Kelleher, has in recent years become a darling of management writers. It has been praised for its enlightened attitudes towards its staff and, most famously, for thinking "outside the box" – it measures turn-around times against Formula One pit-stop crews, not other airlines.

Now, we are told, it is practising "the next common sense". According to Michael Lissack, an investment banker-turned-strategic adviser, and Johan Roos, professor of strategy and general management at the International Institute for Management Development in Switzerland, this involves stepping back from the details to gain a vantage point on what is really happening.

Their starting point is Alexander the Great and the Gordian knot. "Many before Alexander had tried and failed, thinking that the knot was complicated and needed to be untied," they write. Only Alexander saw that a simple action, cutting through the knot with a single stroke of his sword, would move through the complexity to a higher plane, namely ruling Asia. The authors claim that we all face our own Gordian knots, and untying them simply requires "common sense".

The only problem is that the old common sense will not do. That, they say, was about how to deal with the separate and free-standing units of a complicated world. Now, that complication has been replaced by complexity, where various relationships, alliances and networks create a swirl of interweaving events and situations. The new common sense is about creating coherence.



Which is where Southwest Airlines comes in. According to Lissack and Roos, the company embodies coherence by having each employee "think and act like an owner". They point out how Southwest's elimination of inflexible work rules and rigid job descriptions allows its people to assume ownership for getting the job done, regardless of whose official responsibility it is.

Accordingly, the authors report: "When a flight is running late because of bad weather, it's not uncommon to see pilots helping customers in wheelchairs board the plane, helping the operations agents take boarding passes or the flight attendants clean up the cabin between flights."

But how do other organisations emulate such attitudes? Lissack and Roos offer "10 guiding principles to provide you with the sense of coherence you need, as well as five practical steps for putting the principles into action".

Some of the principles appear a little vague. But many of the others provide powerful insights. This is particularly so of the first – use simple guiding principles, on the basis that "life is complex enough without adding complication to it". Moreover, Lissack and Roos go completely against management consultants' practice by saying that executives should use "landscape

metaphors" to describe the business environment and the processes taking place. The five steps are commendably straightforward, if a little repetitive – identify yourself and your goals, use the right language, create the right context, turn people loose and then get out of the way, using communication that works.

So who measures up to this new reality? Hi-tech companies, such as Intel and America On Line, are prominent. But the authors also point to Virgin, and the credit card agency Visa International. Virgin is well known for its ability to develop operations in everything from transatlantic air transport to cola. Less familiar is how Visa raised itself from the mess that was the infant credit card business through, say Lissack and Roos, developing "coherence in action and viewpoint".

Will other financial services organisations follow suit? **ROGER TRAPP**

## MY FAVOURITE RESTAURANT

## Top of the trattorias

MARGARET BARBOUR, chairman of South Shields-based J Barbour & Sons, makers of the eponymous waxed jackets, has to travel to Bologna for a meal at her favourite restaurant, the traditional, family-run Antica Trattoria Da Sandro al Navile.

She was introduced to the trattoria, which is tucked away off one of Bologna's main streets, through the Calori family, owners of Barbour's Italian business partner, W P Lavori, based in the northern Italian city.

"Whatever business we may be discussing in their offices, everything stops at 12.30pm for lunch, and we decamp to Sandro's," says Barbour. "All our important decisions and agreements have been reached around the luncheon table at Sandro's."

The trattoria makes its own pasta daily, with the butterfly-shaped tortellini a speciality. Other favourites include *foglia morta*, thinly



Margaret Barbour: Work in Italy stops for lunch

sliced veal served with fresh rocket, and rabbit cooked in balsamic vinegar. When Barbour notched its centenary in 1994, Sandro's was the venue for celebrations with the Italian partners. They were served wild mushroom risotto in a lattice basket of Parmesan cheese.

But Margaret says: "I have never been shown a menu.

Nor have I seen a menu consulted. The customers either know what they want, or rely upon the advice of Sandro and his team."

"The food is always accompanied by lively conversation, which inevitably comes back to business." One of her special pleasures when visiting is watching the preparation of the trattoria's special dessert of vanilla ice-cream flavoured with balsamic vinegar.

However, she has had to learn to control her expressions of gastronomic delight. As she explains: "On an early visit, after commenting on the quality of the Parmesan, I found myself with a chunk that was big enough to put me seriously over the excess baggage limit."

NAOMI MARKS

Antica Trattoria Da Sandro al Navile, Via Del Sostegno 15, 40100 Bologna (Telephone 00 39 051 634 3100)







# Top marks to the standard bearers

BY JAMES MOORE

AN INDIVIDUAL Savings Account boasting a government CAT standard is supposed to be "straight forward, clear and fair and offer decent value". But despite the heavy publicity given to the voluntary standards, and the Government's stated desire to see companies competing to beat them and bring down the cost of saving, few ISA companies will be using them.

Some have products that would qualify or be able to qualify with a little tweaking but are in effect boycotting the scheme. Firms not offering CATmarked ISAs say that, far from improving clarity in the crowded savings market - which is another government aim - CATmarks will confuse people into thinking they are a performance guarantee.

They also complain that the tough criteria the standards lay down means they can be used only on a very narrow range of products. To qualify for a CATmark an ISA has to match or better criteria laid down by the Government on charges, access to funds and terms it offers.

The Treasury argues the standards are "challenging but sustainable". CAT standard stocks and shares ISAs can charge no more than 1 per cent per year of the amount of money invested, and have a minimum investment of no more than £500 for a lump sum or £50 per month.

Cash ISAs can levy no charges other than for replacements such as lost cards, allow withdrawals in no less than seven days and have a minimum investment of no more than £10. They must pay interest of no less than two percentage points below Bank of England base rates and raise rates within a month of the Bank doing so.

Abbey National is launching a CAT standard ISA paying 6 per cent on deposits from £1, rising to 6.5 per cent on £3,000. But the bank says that while it is offering an insurance-linked ISA, this will not be CATmarked.

CAT standard insurance ISAs can charge no more than 3 per cent a year, have minimum premiums of no more than £250 for a lump sum or £25 a month, and have surrender values after three years that must at least return the value of what has been paid in.

The Research Department, a financial research firm, has analysed over 128 "mini" ISAs, which offer just one of the three components that can make up an ISA, and 106 "maxi" offerings, which must provide the stocks and shares element and can add a cash or life insurance or both.

It found just 12 out of 36 stocks and shares mini ISAs offered a CAT standard option, none of six insur-

ance mini ISAs offered CAT standards, and just 39 of 83 cash mini ISAs, offered CAT standard options.

As for Maxi ISAs, just 13 of 106 with the compulsory stocks and shares element host a CAT standard, while none of six with a life insurance element, and only 15 of 43 with a cash element, have them.

Of those CATmarked stocks and shares ISAs on the market, nearly all will be so-called index trackers, which aim to "track" the performance of a recognised stock market index, such as the FTSE 100.

Norwich Union and Standard Life, however, will be offering "actively managed" funds with CATmarks, which aim to beat either a stock market index or an industry performance benchmark.

But many firms wanting to offer stocks and shares CATmarked products have been forced to cut charges.

Virgin Direct had to drop the £2 fee for monthly contributions into its index-tracking PEP from its index-tracking ISA replacement. Legal & General also ditched monthly fees on three CATmark qualifying funds. Norwich Union had to remove initial charges from its three qualifying actively managed funds, and Standard Life had to cut the annual management fee on its actively managed CATmark fund from 1.5 to 1 per cent.

Gordon Maw, Virgin Direct's marketing manager, says the company believes CATmarked ISAs will attract enough savers to make them pay. He says: "We have got through the difficult period and now it looks like CATmarks are established as an important part of the ISA."

Gartmore is one company that could easily offer a stocks and shares ISA with a CATmark but refuses to do so. A spokeswoman says: "Although we agree with improving clarity we think customers will see CATmarks as some kind of guarantee."

"We think CATmarks are encouraging people to go in without explaining the dangers, they are all right for cash ISAs but not stocks and shares."

Other big-name fund managers such as Jupiter, Perpetual, and Schroders, which do significant business with independent financial advisers, have also decided to snub the CATmark scheme.

But Neil Liversidge, investment adviser at DBS, an independent financial advice network, says: "I think more will come on the market as more companies look to sell direct to the public rather than through independent advisers."



Abbey National is launching a CAT standard ISA that will pay 6 per cent on deposits from £1, rising to 6.5 per cent on savings of £3,000

Andrew Burrman

## Abbey's NO RUSH TO BUY

NOW THAT we are in the era of individual savings accounts (ISAs), we have much more freedom of choice when it comes to equity-linked investments. No longer do the rules restrict us to just the UK and European stock markets if we want to use our full allowance and take maximum advantage of the tax benefits as they did with personal equity plans.

Instead, we can put our money anywhere we want and in virtually any sort of fund, apart from venture capital trusts, and shelter the investment from capital gains and income tax.

If we choose to invest with a fund management group, then for the next five years it can also reclaim half the advanced corporation

tax that companies pay on the dividends they distribute.

"But don't feel that you have to rush out and buy an ISA," says Stephen Lansdown, of Hargreaves Lansdown. "Many groups have yet to announce their plans, so it may be worthwhile waiting until you see what they have to offer."

Use the time to sort out your investment priorities. "Attitude to risk is the most important factor when it comes to making investment decisions, and this applies just as much with ISAs," advises Jo North of Pretty Financial. "A good independent financial adviser (IFA) can help you with this."

If you decide to use an IFA, he or she will look at your overall portfolio. If you don't want to use one,

then there are several points to bear in mind.

"If you have been investing in PEPs in the past, then make sure that your ISA choice is complementary," says Roddy Kohn of Kohn Cougar. "What you want is a balanced portfolio, not overexposure to any particular markets. Always bear in mind that ISAs, just like PEPs, are intended for long-term investment."

"Also try to take out your ISA with a group that has a wide range of funds," says Jo North. "Over time, you may want to switch your investments as your priorities change and this will give you a greater degree of choice."

So where should you start. If you are new to equity investments,

then Roddy Kohn suggests you could take a look at Norwich Union's CATmarked UK Growth fund or HSBC's FTSE All Share tracker fund as "the UK is likely to be one of the best growth areas this year. Some commentators are already forecasting that the stock market could rise to 7,200 in a year."

Stephen Lansdown also advises first-time investors to stick with UK or European funds for the time being. He points out "just because there is a wider choice with ISAs, you should not forget first principles. These are that your first investments should be at home where the risks are lower. Four years down the road, when your portfolio has grown, then you should consider investing elsewhere in the world."

If you are a very cautious investor or in need of income, then all the experts agree on the merits of the M&G corporate bond funds. Managed by Theodor Zemek, both the conventional and the high-yield funds have produced good performance records. Other than M&G, "Aberdeen Fixed Interest, Jupiter Income and Perpetual High Income should always be considered", says Stephen Lansdown.

"More adventurous investors should consider growth funds from groups such as Jupiter, Invesco, M&G, Fidelity, Schroder, Heodeson, Gartmore and Save & Prosper," says Jo North. "The best PEP managers are likely to be the best ISA managers."

TONY LYONS

IAER stands for Annual Equivalent Rate and illustrates what the interest would be if interest was paid and compounded each year. "Tax-free" means free of income tax. Halifax ISA Saver conditions apply. Variable interest paid annually. Seven days notice for withdrawals (minimum £10). ISAs are made up of one or more of the following components - cash, stocks and shares and insurance. Mini ISAs hold these components in separate accounts and each mini ISA can be held with a different ISA manager and in a maxi ISA these must be held with the same ISA manager. Different investment limits apply to mini and maxi ISAs. \*A TESSA only ISA if it only holds matured TESSA capital. Halifax ISA Saver meets all the CAT standards. Charges - No one-off or regular charges of any kind. Access - Minimum transaction size to be no greater than £10. Withdrawals within seven working days. Terms - Interest rates no lower than two percentage points below the base rate. If an ISA is described as meeting the CAT standards it does not mean that it is in any way "Government approved" or right for you. Halifax plc. Registered office: Trinity Road, Halifax, West Yorkshire HX1 2BS. Registered in England No. 2367076.

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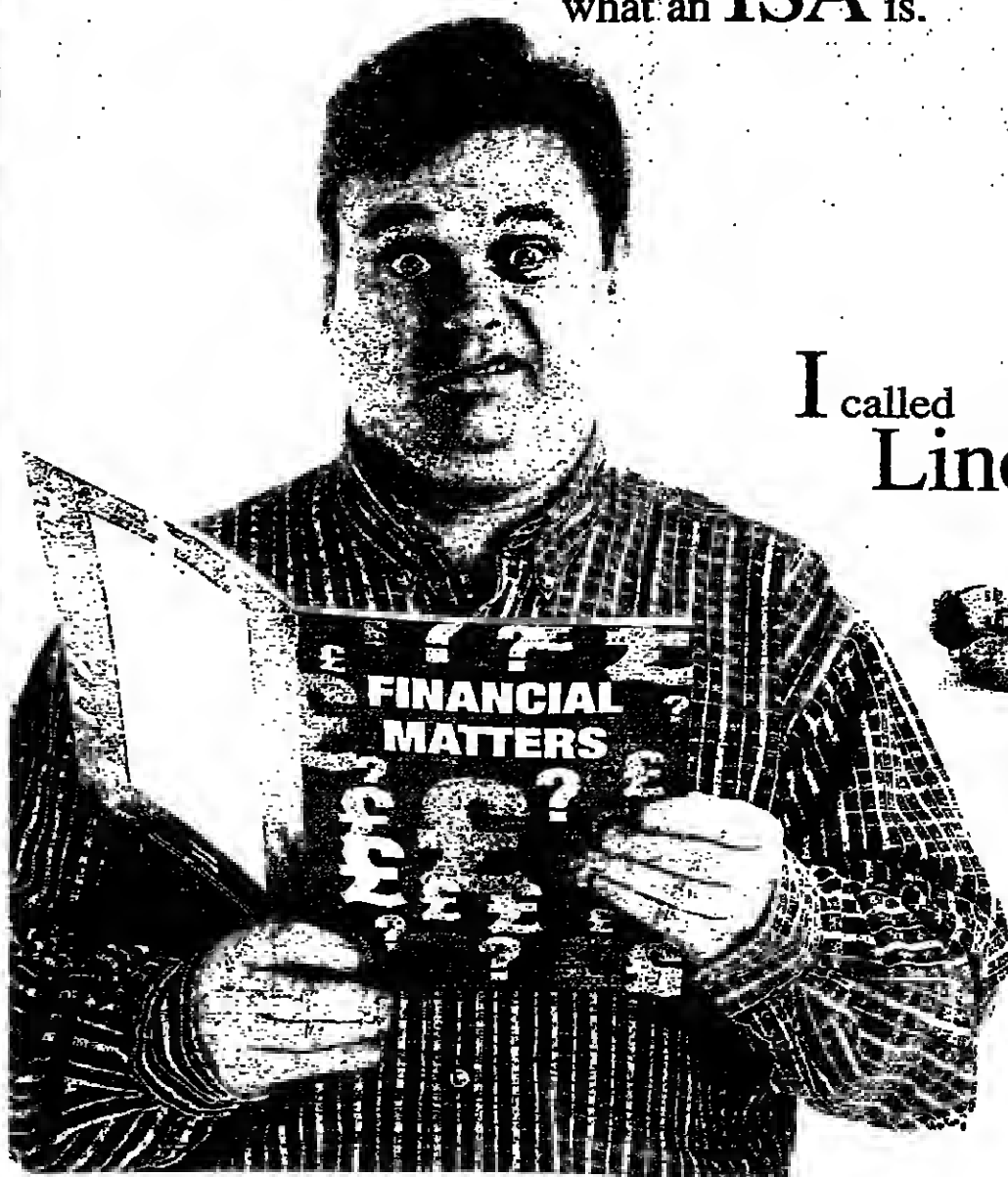
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UNIT TRUSTS

**BEST PERFORMING OVER ONE YEAR**  
Initial £1,000 lump sum, offer bid basis, net income

RANK	UNIT TRUST	CASH
1	INVESTCO GT Japanese Smaller Cos	2,173.48
2	Fidelity American	2,171.64
3	Johnson Fry New Japan	2,023.81
4	S&P New Europe	1,895.29
5	S&P Korea	1,764.40

**WORST PERFORMING**

1537	Scott Widows Emerging Markets	630.93
1538	Edinburgh Latin American CI A	630.31
1539	S&P New Europe	614.44
1540	Scott Widows Latin American	606.89
1541	Perpetual Latin American 6th	603.29

Mean/Count 1,025.31/1541

**BEST PERFORMING OVER THREE YEARS**

RANK	UNIT TRUST	CASH
1	Fidelity American	3,248.08
2	TU European	2,394.72
3	Jupiter UK Growth Exempt	2,365.00
4	Franklin American Growth	2,228.18
5	Old Mutual North American	2,223.71

**WORST PERFORMING**

1353	Metacore Gold & General	430.76
1354	Barclays Gold & Int Resources	417.42
1355	M&G Gold	371.40
1356	Old Mutual Thailand	353.62
1357	S&P Gold & Exploration	221.90

Mean/Count 1,314.72/1357

**BEST PERFORMING OVER FIVE YEARS**

RANK	UNIT TRUST	CASH
1	Fidelity American	4,579.13
2	AberdeenPrudential Technology	4,041.01
3	GA North American Growth	3,889.60
4	Edinburgh North American CI B	3,487.69
5	Edinburgh North American CI A	3,480.39

**WORST PERFORMING**

1130	M&G Gold	477.19
1131	S&P Korea	467.47
1132	Govett US Bear	376.00
1133	Old Mutual Thailand	352.59
1134	S&P Gold & Exploration	319.01

Mean/Count 1,593.58/1134

**BEST PERFORMING OVER TEN YEARS**

RANK	UNIT TRUST	CASH
1	AberdeenPrudential Technology	11,097.50
2	Fidelity American	9,471.50
3	GA North American Growth	9,264.13
4	Henderson Global Technology	7,947.01
5	Edinburgh North American CI B	7,760.86

**WORST PERFORMING**

752	S&P Gold & Exploration	644.33
753	HSBC Japan Index	612.22
754	INVESTCO Japanese 6th	580.71
755	M&G Japan	502.35
756	Barclays Japan	420.60

Mean/Count 2,918.95/756

Source: Standard & Poors/Micropal

INVESTMENT TRUSTS

**BEST PERFORMING OVER ONE YEAR**  
Initial £1,000 lump sum, mid-price to mid-price

RANK	INVESTMENT TRUST	CASH
1	INVESTCO Japan Discovery Wts	4,458.33
2	Baillie Gifford Shie Nippon Wt	3,625.00
3	Fidelity Japanese Values Wts	2,774.26
4	Schroder Korea Fund	2,216.23
5	INVESTCO Japan Discovery	2,129.00

**WORST PERFORMING**

495	First Russian Frontiers	332.17
496	Tea Plantations Wts	140.85
497	First Russian Frontiers Wts	117.07
498	City of Oxford Wts	97.56
499	Central European 6th Wts	11.82

Mean/Count 986.29/499

**BEST PERFORMING OVER THREE YEARS**

RANK	INVESTMENT TRUST	CASH
1	Fleming Inc & Co-Cap (2000)W	21,666.67
2	Jupiter Extra Inc Wts	9,625.00
3	Jave-Cap (2004)	5,556.35
4	Barclays Wts	5,882.35
5	Franklin Dual-Cap (1998)	4,637.48

Mean/Count 1,389.85/431

**WORST PERFORMING**

428	Aberdeen New Dawn B Wts	86.96
429	Edinburgh Java Wts	83.33
430	Pacific Assets Wts	73.03
431	Aberdeen New Dawn C Wts	21.25
432	Central European 6th Wts	9.65

Mean/Count 1,387.96/432

**BEST PERFORMING OVER FIVE YEARS**

RANK	INVESTMENT TRUST	CASH
1	Franklin Dual-Cap (1998)	7,232.70
2	Jave-Cap (2004)	4,794.14
3	For & Cal Enterprise	4,677.55
4	Fleming Inc & Co-Cap (2000)W	3,273.53
5	Joe Holdings - Cap (2003)	3,409.09

**WORST PERFORMING**

312	Far & Cal Emerging Mkts Wts	107.14
313	City of Oxford Wts	83.32
314	Aberdeen New Dawn B Wts	74.07
315	Edinburgh Java Wts	39.47
316	Central European 6th Wts	6.50

Mean/Count 1,457.57/316

**BEST PERFORMING OVER TEN YEARS**

RANK	INVESTMENT TRUST	CASH
1	For & Cal Enterprise	10,666.77
2	Franklin Dual-Cap (1998)	9,094.89
3	Candover	6,355.67
4	Jupiter Primadona Growth	6,346.39
5	Edinburgh US Tracker	5,670.93

**WORST PERFORMING**

110	Baillie Gifford Shie Nippon	983.70
111	Far & Cal Emerging Markets	873.06
112	Trustal Property Shares	831.72
113	Korea-Savage Fund	384.76
114	INVESTCO Enterprise	317.58

Mean/Count 3,073.17/114

UK FIXED INTEREST/HIGH INCOME FUNDS

**OVER ONE YEAR**  
£1,000 lump sum, mid-price to mid-price

**BEST TRUST**

1	CD Japan Discovery Wts
2	Gifford Shio Nippon W1
3	Japanese Values Wts
4	Korea Fund
5	Japan Discovery

**WORST PERFORMING UNIT TRUSTS**

72	Franklington Convertible	959.94	Edinburgh UK Fixed Int CI A	1,418.99
74	Edinburgh UK Fixed Int CI B	962.47	Lloyds TSB Premier Income	1,391.46
75	Edinburgh UK Fixed Int CI A	976.57	Govett Corporate Bond	1,388.30
76	Singer & Friedl Prnt Inc	975.92	INVESTCO R&I & Fixed Interest	1,367.61
77	Sovereign Controlled Perf	926.83	Sovereign Controlled Performance	1,294.94

Mean/Count 1,054.78/79 Mean/Count 1,503.96/23

**BEST PERFORMING**  
**OVER THREE YEARS**

**HISTORIC**  
g Inc & 6th-Cap (2000)W  
Extra Inc Wts  
Cap (2004)  
er Wts

**WORST PERFORMING INVESTMENT TRUSTS**

14	Aberdeen Convertible Income	999.33	City Merchants High Yield	1,837.07
15	M&G Income Gearing Unit	941.91	Henderson High Income	1,650.92
16	Gartmore Scotland Pige Unit	931.51	M&G Recovery Gearing Unit	1,510.05
17	OLIM Convertible Units	900.41	Govett High Income	1,464.23
18	M&G Recovery Gearing Unit	800.15	Aberdeen Convertible Income	1,171.91

Mean/Count 1,041.94/18 Mean/Count 1,773.99/10

**PERMANENT INTEREST-BEARING SHARES**

STOCK	Coupon (gross, %)	MINIMUM (£)	PRICE (pence)	YIELD (gross, %)
Birmingham	9%	1,000	148	6.33
Bradford	11%	10,000	188	6.18
Bradford	13	10,000	210	6.19
Britannia	13	1,000	201	6.47
Coventry	12%	1,000	191	6.35
Leeds & Holbeck	13%	1,000	206%	6.48
Newcastle	10%	1,000	175	6.14
Newcastle	12%	1,000	207	6.10
Skipton	12%	1,000	216	5.96

**PERMANENT INTEREST-BEARING SHARES**

STOCK	Coupon (gross, %)	MINIMUM (£)	PRICE (pence)	YIELD (gross, %)
Cheltenham & Gloucester	11%	50,000	156	6.32
First Active	11%	10,000	161	7.30
Halifax	8%	50,000	133%	6.55
Halifax	12	50,000	173%	6.92
Halifax	13%	50,000	211	6.46
Bristol and West	13%	1,000	196	6.82
Northern Rock	12%	1,000	198%	6.36

**Source: Standard & Poors/Micropal**

**Source: Greenwich NatWest**

BEST SAVINGS RATES

**INSTANT ACCESS BRANCH ACCOUNTS**

TELEPHONE	ACCOUNT	NOTICE	APPROX	%	ANNUAL	INTEREST
0845 7104010	Tesco Savings	Instant	£1	4.50%	4.50%	Yr
0800 222200	Card Saver	Instant	£50	4.75%	4.75%	Yr
0845 8006061	Access Saver	Instant	£100	4.75%	4.75%	Yr
01202 843550	Bullion	Instant	£500	4.30%	4.35%	1/2 Yr

**POSTAL/TELEPHONE ACCOUNTS - NO NOTICE**

TELEPHONE	ACCOUNT	NOTICE	APPROX	%	ANNUAL	INTEREST
0845 6000292	Savings	Post/Phone	£1	6.00%	6.00%	Yr
0845 6101020	Deposit	Telephone	£1	5.75%	5.75%	Yr
0845 8450829	Instant Transfer	Post/Phone	£100	5.80%	5.80%	Yr
0845 6006767	BaseRate Tracker	Post/Phone	£5,000	6.00%	6.00%	Yr

**NOTICE ACCOUNTS AND BONDS**

TELEPHONE	ACCOUNT	NOTICE	APPROX	%	ANNUAL	INTEREST
0845 6006061	Notice Saver	30 Day	£100	5.80%	5.80%	Yr
01723 500616	40 Day Access	40 Day	£1,000	5.95%	5.95%	Yr
0845 8450829	60 Day Notice	60 Day (B)	£100	5.90%	5.90%	Yr
0161 8338896	Prima	120 Day	£10,000	6.05%	6.05%	Yr

**CHEQUE ACCOUNTS**

TELEPHONE	ACCOUNT	NOTICE	APPROX	%	ANNUAL	INTEREST
01438 744505	NICA	None	£1,000	4.25%	4.25%	Yr
0181 4472040	NICA	Instant	£5,000	5.25%	5.35%	Qtr
0800 0728738	Alfons Cheque	Instant	£5,000	5.00%	5.00%	Yr
0171 5974131	NICA 5000	None	£5,000	4.75%	4.85%	Mo

**FIXED RATE BONDS**

TELEPHONE	ACCOUNT	NOTICE	APPROX	%	ANNUAL	INTEREST
01422 333333	Grievance	6 Month	£2,000	5.75%	5.83%	Yr
0845 6004466	Fixed Rate Bond	1.5 Yr	£5,000	6.05%	6.05%	Yr
0800 222200	Fixed Rate Bond	3 Yr	£500	5.25%	5.35%	Yr
0800373191	Fixed Rate	4 Yr	£2,500	5.25%	5.32%	Yr

**MINI CASH ISAS**

TELEPHONE	ACCOUNT	NOTICE	APPROX	%	ANNUAL	INTEREST
0500 302010	CAT Standard	Instant	£1	6.50%	6.50%	Yr
0845 6006061	CAT Standard	7 Day	£10	6.25%	6.25%	Yr
0800 100801	CAT Standard	None	£3,000	6.50%	6.50%	Yr
0800 883322	Non CAT Standard	Instant	£3,000	6.75%	6.75%	Yr

**TESSAS ONLY ISAS**

TELEPHONE	ACCOUNT	NOTICE	APPROX	%	ANNUAL	INTEREST
0800 222200	CAT Standard	Instant	£1	6.00%	6.00%	Yr
0800 100801	CAT Standard	Instant	£1,000	6.25%	6.25%	Yr
01422 333333	CAT Standard	7 Day	£3,000	6.50%	6.50%	Yr
0845 7665322	Non CAT Standard	Instant	£500	6.50%	6.50%	Yr

**OFFSHORE ACCOUNTS (GROSS)**

TELEPHONE	ACCOUNT	NOTICE	APPROX	%	ANNUAL	INTEREST
01481 822747	Instant 6	None	£5,000	5.50%	5.50%	Yr
01624 673373	International Inst	None	£25,000	6.00%	6.00%	Yr
01481 714600	Offshore 90	90 Day	£25,000	6.25%	6.25%	Yr
01624 673373	International 90	90 Day	£50,000	6.65%	6.65%	Yr

GE Financial Assurance	0181 3803388	1
GE Financial Assurance	0181 3803388	2
Countrywide Assured	0800 838020	3
Countrywide Assured	0800 838020	4

**NATIONAL SAVINGS ACCOUNTS (GROSS)**

TELEPHONE	ACCOUNT	NOTICE	APPROX	%	ANNUAL	INTEREST
0800 222200	CAT Standard	Instant	£20	3.85%	3.85%	Yr
0800 100801	CAT Standard	Instant	£500	3.80%	3.80%	Yr
0800 222200	CAT Standard	Instant	£5,000	4.00%	4.00%	Yr
0800 222200	CAT Standard	Instant	£10,000	4.20%	4.20%	Yr
0800 222200	CAT Standard	Instant	£25,000	4.45%	4.45%	Yr
0800 222200	CAT Standard	Instant	£50,000	4.95%	4.95%	Yr
0800 222200	CAT Standard	Instant	£100,000	5.20%	5.20%	Yr
0800 222200	CAT Standard	Instant	£200,000	5.75%	5.75%	Yr

**CASH ISA**

TELEPHONE	ACCOUNT	NOTICE	APPROX	%	ANNUAL	INTEREST
0800 222200	CAT Standard	Instant	£100	4.65%	4.65%	OM
0800 222200	CAT Standard	Instant	£1,000	4.65%	4.65%	Yr
0800 222200	CAT Standard	Instant	£20,000	4.80%	4.80%	Yr

<b>FIRST OPTION BONDS</b>	12
<b>PENSIONERS GUARANTEED INCOME BOND Series 9</b>	5 Y
<b>50th ISSUE (tax free)</b>	5 Y
<b>15TH INDEX-LINKED (tax free)</b>	5 Y

**CHILDREN'S BOND Issue II (tax free)** 5 Y

TELEPHONE	ACCOUNT	NOTICE	APPROX	%	ANNUAL	INTEREST
0800 222200	5 Year	£25	4.65%	4.65%	OM	

AER = Annual Equivalent Rate. B = Operated by post and telephone. F =  
OM = Interest paid on maturity. P = Operated by post. T = Operated by tele  
Please check all rates and terms before investing. All rates except Guam

AER = Annual Equivalent Rate. B = Operated by post and telephone. F = Fixed rate (all other rates are variable). N = Net rate. OM = Interest paid on maturity. P = Operated by post. T = Operated by telephone. All rates subject to change without notice. Please check all rates and terms before investing. All rates (except Guaranteed Income Bonds) are shown gross. Figures compiled on 12 April 1999

Source: MoneyFacts

CRITICAL ILLNESS COVER

CH ACCOUNTS			
CL EARN	REPAYMT	% DROPS	% AEN
Bank	£1	4.50%	4.50%
Bank	£50	4.75%	4.75%
Bank	£100	4.75%	4.75%
Bank	£500	4.30%	4.35%



TEL: 0171 293 2222

## ACCOUNTANCY, FINANCIAL, LEGAL

## London Bridge

## Project Accountant

**SE1**  
Working for a rapidly expanding, high profile oil exploration company, you will be handling all aspects of project accounting within a medium sized accounts department. Your experience will include at least three years management accounting and you must be part-qualified ACCA or CIMA. Prospects for promotion are excellent in this team-orientated environment. Ref 286473

## Assistant Management Accountant

**SE1**  
Our client, a printing/publishing firm with strong connections to the City is seeking a high flying Management Accountant to complement their current graduate calibre team. You will be studying CIMA and will be experienced in financial reporting and analysis and extremely ambitious as prospects for career development are very good, due to the company's strong belief in internal promotion. Ref 286275

## Accounts Assistant

**Embarkment**  
Fast moving media organisation based at Embarkment requires an Accounts Assistant for their expanding department. You will have had 1-2 years experience in an all-round role, involving purchase and sales ledger, bank reconciliations and some credit control. Excellent benefits and prospects for progression are available for a dynamic hands-on person. Strong communication skills and a proactive approach will be rewarded with excellent benefits and prospects for progression. Ref 285545

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ACCOUNTANCY  
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## Strand

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**WC2**  
A world leading consultancy based in the heart of London requires professional, dynamic finance staff to join their highly successful team. The position involves monthly reporting, client financial management and direct liaison with senior management. The successful candidate should be able to work under significant pressure and be prepared to travel in the UK on an ad-hoc basis. Ref 276020

## Part Qualified Accountant:

**WC2**  
A prestigious Art Gallery has created a role for a professional stage Part Qualified Accountant to assist in the financial and management accounts. With a minimum of five years accounting experience the successful candidate will produce the statutory accounts, produce monthly management accounts, analyse budgets, assist with audits and supervise two invoice clerks. Ref 287378

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Upmarket clothing company with extremely high profile clients, requires an Accounts Co-ordinator. The ideal candidate will have a confident character and the ability to work unsupervised. A solid accounting background with previous experience of bookkeeping and balance sheets is essential. Other duties will include control accounts, suspense accounts, intercompany accounts, bank reconciliations and assistance with financial year end schedules. Excellent package. Ref 282732

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**Enterprise plc** is one of Europe's leading management services companies. The company delivers a comprehensive range of management and consultancy services across a broad spectrum that includes regeneration, economic research, social policy, enterprise development, innovation and technology management, environmental services and careers development. As part of its ambitious expansion plans, the company is looking to recruit a number of professionals within the Regional Development Division.

## Head of Economic Research &amp; Sectoral Initiative

**c £30,000**  
The successful candidate will manage a team of around 12, consultants and researchers, delivering a range of economic development consultancy projects. The role will involve project management of diverse assignments to budget, high levels of quality and within strict timetables. There will be additional responsibility for new product and business development. Candidates should be educated to degree level, or equivalent, and have experience of economic development policy formulation, research and evaluation within a consultancy environment. A background in project management is required together with a track record of securing new business within a competitive consultancy market.

## Economic Development Consultants

**c £23,000**  
The company is recruiting a number of consultants to report to the head of Economic research and Sectoral Initiatives. Their role will be to deliver specialist economic development services to a diverse range of clients. In addition, the successful candidates will undertake business development activity, prepare tender documents and will be expected to assume responsibility for a specific area of product development. Educated to degree level, candidates should have had previous involvement with economic development policy formulation, research and evaluation within a consultancy, public sector or academic environment. They will be highly motivated, with advanced team working, report-writing, presentational and computer skills.

Applications, in writing, should be addressed to Barbara Edwards,  
Personnel Manager, Enterprise plc, Enterprise House,  
17 Ribblesdale Place, Preseton PR1 3NA

The closing date for applications is Monday 19 April 1999  
Enterprise plc is an equal opportunities employer

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CONSULTANT ASSOCIATE CONSUMER &  
ENGINEERED PRODUCTS GROUP

Booz Allen & Hamilton is a leading management and technology consultancy firm serving clients in all industry sectors. We require an Associate in our Consumer & Engineered Products Group to advise world-class companies involved in the consumer and engineered products markets. The Associate will work closely with the senior team to provide global consulting services, primarily to Central and Eastern European clients. If you fit the following profile we invite you to apply in writing to join our highly successful team:

- Excellent academic background with an analytical/scientific emphasis
- An MBA from a leading business school
- At least 4 years experience of financial analysis and strategic and operational management within a global consumer products company with an emphasis on the Central and Eastern European markets and an understanding of the business dynamics of consumer products companies in both Eastern and Western Europe based on a proven track record of serving clients within these markets
- Fluency in both English and Russian. Additional languages an advantage
- Excellent interpersonal and communication skills and cultural knowledge and experience of conducting business to Eastern Europe
- Demonstrated ability to work within a team environment and team leadership experience
- Willingness to travel extensively

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We also require a Management Consultant Associate in our Energy Chemicals & Pharmaceuticals Group to advise world-class oil and gas companies on energy issues related to their upstream business. The Associate will work closely with the senior team to provide global consulting services particularly to European and North American clients.

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- Excellent academic background with an analytical/scientific first degree
- An MBA from a leading business school
- 3 years experience within the upstream oil and gas industry and an understanding of the strategic and technical aspects of exploration and production with an emphasis on the European and North American sectors
- Fluency in English and one other language
- Excellent interpersonal and communication skills
- A proven ability to work within a multi-cultural and international environment and a willingness to travel extensively

Compensation reflects our objective to attract an outstanding individual.

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Nicole Swann  
Booz Allen & Hamilton International (UK) Ltd  
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To operate within the global asset-backed securitisation unit. Responsibilities will include financial modelling, quantitative analysis and providing securitisation support. The successful candidate will possess a degree level education coupled with a minimum two years directly relevant work experience. The salary offered is commensurate with experience.

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INTERNATIONAL INVESTMENT BANK  
REQUIRES BUSINESS ANALYST

To provide support for the Financial Administration and Operations Group. Responsibilities will include financial and business analysis, financial project management and report preparation for submission to senior management. The successful candidate will possess a minimum degree level education with at least two years Finance/Accounting based experience. The salary offered is commensurate with experience. If you possess the skills required for this position, please send your CV to PO Box 21015A, Independent Newspapers, One Canada Square, Canary Wharf, London E14 5DL.

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London W1X 5PE

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## APPOINTMENTS DIARY

Monday IT, Science, Engineering	Wednesday Finance, Legal, Secretarial	Sunday Public, General
Tuesday Media, Marketing, Sales	Thursday Education, Graduate	

## THE INDEPENDENT

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VASSOSAUTHOR OF  
'Strategic Internet Marketing'

WILL PRESENT A HALF DAY SEMINAR  
IN LONDON ON  
WEDNESDAY 21st APRIL 1999

Tom Vassos is back in Europe to deliver his highly acclaimed seminar on Internet marketing strategy. Tom is a globally renowned Internet authority and travels the world speaking at major Open Systems and Internet conferences. This seminar is a 'must' for all those involved in sales and marketing and interested in website development. You will learn the five phases of business transformation with up-to-date examples and learn how to implement your own leading edge applications.

Don't miss it! This will run from 1.00 - 5.30 pm  
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Tickets are £95 including lunch.

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# ME AND MY PARTNER

JOHN SMYTHE AND COLETTE DORWARD

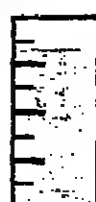
Ten years ago John Smythe and Colette Dorward set up Smythe Dorward Lambert. They have worked with 37 of the 50 top FTSE100 firms as behavioural change management consultants. In 1996 they sold out to Omnicom: in 1998, turnover was £7.5m



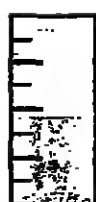
'I suspect she has sometimes had to give in despite her better judgement': John Smythe, founder of Smythe Dorward Lambert, with his 'concrete barrier of calmness' and vice-chairman, Colette Dorward. *Kalpesh Lodhigra*

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HEWLETT  
PACKARD  
Expanding Possibilities



**J**OHN SMYTHE: I had been working for a maverick American billionaire as his European Mr Fix-It for six years. I'd worked for big American companies, and read early stuff about culture, and decided there was a good niche called "internal communication". There were lots of PR and advertising companies, but 15 years ago there was nobody doing that.

I hawked my idea around, but back then, it was: "Don't be daft - run along, boy." Now everyone is clamouring on the handwagon. I didn't know anything about consultancies, and Wolff Olins was the only one I talked to. Wally Olins became like a father figure. He was a supporting, encouraging, big kind of guy, and unusually in Britain then, he was very "candor" and aggressive.

I had the view that a man with a vision can go a long way. That's when Colette appeared. She was at a meeting where I was talking about internal communication. She phoned and said: "I want to come and work with you." I was pleased and flattered she wanted to join.

Colette was just a slip of a girl: young and inexperienced, but very determined, and very principled. She felt that there was a cause that she could join and very actively support. I have been married three times, but I have known Colette for probably longer than anyone else. Often, I feel what she's thinking without a word being uttered. Paradoxically, she's one of the most enigmatic people, and I often feel I don't know her at all.

She quickly became the second driving force, though we were completely different characters. I was the visionary who had the big idea, and not a great completer-finisher - I would set the stage and sell remorselessly - and Colette put humanity into the place and made it attractive for people to come and work there. Her role was to build the business behind the oratory.

At the time, the market was dominated by the big advertising agencies and external communication providers. It was viewed as message delivery: image management. We said it was reputation that matters, not image. You have to look at the ethics of the business; you need a spiritual approach. If you have a strong vision and good set of values, profit will follow.

Every CEO talks about the importance of people, but what are they actually doing about hiring and firing them? What is the nature of the cultural contract? What will motivate them? We created a debate with clients about good communication, to see that people are part of the decision-making process. It's not a woolly agenda, or driven by wimpy thought. It's about the hard content of the contract between employer and employee.

In that five years, we started to create a philosophy and a new employment opportunity, and we created a business which had a £3m turnover. Then we fell out with Wolff Olins. They were a fantastic

sponsor but they wanted to merge our subsidiary. We were guerrillas - we had created our own identity. We had a very uneasy six months, then we took off. We left on the Friday and on Monday we camped in the offices of Collett Dickinson Pearce across the road. They were marvellous. They said: "We'll lend you money and get you started."

There were months when we weren't drawing salaries. It was touch and go, but we were absolutely committed. I learnt during that period that Colette is very hard-working. She is reserved and quite difficult to talk to - and clear about her boundaries - yet she was utterly reliable. She has a great sense of calm, a concrete barrier of calmness. She also has a very occasional wild temper.

Ten years on, we have 80 people working for SDL, and we have a very able second generation gradually taking over our management. You have to be willing to let go of power, but it's like a bereavement. You have to find a new role. Not having to be client-focused does mean you can be more creative and more daring.

Three years ago, we decided that the first vision - to establish an internal communication niche - had been achieved. Our vision at the mo-

**'I had the big idea and Colette put humanity into the place and made it attractive for people to come and work there'**

ment is about taking SDL into the behavioural and psychological arena.

The next vision is about challenging the current change industry. It's an intellectual hegemony, the "ghastly triangle" between the consultancy, the client base and the academic world.

I would say Colette values the fact that I brook no opposition. I suspect she has sometimes had to give in despite her better judgement, but it's not about having the upper hand. It's more about compatibility of intention, with two different ways of getting things done.

**C**OLETTE DORWARD: I had heard John speak and thought he had something new to say. I knew of Wolff Olins and thought they were an amazing company. When I heard John was setting up there, I thought it was a really explosive combination. I had been pottering round looking for something to ignite. I was in financial and corporate public relations, which taught me to think on my feet and get into places quickly and try to find what's going on. I rang John and said: "Give us a job." He said: "Come round for tea."

At Wolff Olins, there was a tremendous feeling of creativity and passion, and John was

saying: "I really think there's a gap in the market." There was no job specification for me. I didn't even have a desk. John struck me as someone who was driven, energetic and interested; that's very attractive to someone who was trying to find a direction and looking for leadership. I didn't feel I could get on with him at first because he was so different to me. We have been together for 15 years, and I have grown up. It's been a voyage of discovery, doing female things in a man's world.

John creates opportunities for people. He doesn't nurture you through these, but he is an incredibly generous and open-spirited person who wants other people to get on and do their best. That hit the spot for me, because I took it up.

There's a great deal between us which is tacit and hard for other people to break into. There is that male-female thing, which is unusual in business. It's only been establishing a bigger company - with more senior players who really are bringing things to the table - that has forced that relationship apart. It would have suffocated: this has allowed both of us to grow as individuals.

We were both driven by an idea and an interest in how to make people look at the heart of a business matter. Our apparent allegiance was to a world of design and the way an organisation represents itself through image.

Leaving Wolff Olins was a natural point at which to break. I made the choice to stick with John, someone I trust and felt a complete identity with in terms of value and in what we wanted to try to build.

Now most big organisations have somebody who is formally responsible for internal communications. That has been a major shift and we were part of that movement. The fabric of working life is changing, and people want different things from their employment experience. They are liberated to think and be creative.

We have made a clearer distinction between management and leadership in our own business and have created opportunities for senior people. It's a difficult transition for John and I, and for any entrepreneurial person, to know when to step back. It's more difficult for me because my instinct is maternal. It's my baby and I don't like delegating motherhood to somebody else. I have had to learn that I'm of more value to the business if I let people much more experienced than me get involved in decision-making and management of process. What matters is to keep the heart alive.

John and I touch base on things that really matter, but that's not to say we spend a lot of time together. I think I am an alter ego, and during our working life I have felt a sense of reinvention of self. I have the opportunity to do that several points, and there's freshness because we haven't got stuck in a groove.

INTERVIEWS BY  
RACHELLE THACKER



# WEDNESDAY REVIEW

COMMENT • FEATURES • ARTS • PLUS THE INFORMATION DAILY

h 37 of the 50 top  
turnover was £7.5m

He Howard Holpesh, Lab

...I really think that  
...the market. There  
...the specification for a  
...even have a desk  
...me as someone  
...energetic and  
...that's very aimed  
...someone who was  
...direction and look  
...I didn't feel  
...with him at first  
...so different to me  
...been together for  
...grown up. It's  
...discovery, dig  
...in a man's  
...greater opportu  
...He doesn't  
...these, but let  
...person who  
...If Ms Woodhead is seeking revenge,  
...has been served not only cold but ab  
...That hit the spot. Absolutely frozen. And she hasn't written a  
...book, cried her crocodile tears or haggled  
...There's a great deal over the serialisation, though her articles  
...which is sad. In the Mail on Sunday have been dead.  
...people to break. Now, she says, she only wants the truth.  
...that makes "I'm sorry, but I consider that telling the  
...truth is one of the most important things  
...we have," she says.  
...of course, the Chief Inspector insists  
...that he is telling the truth and that his af  
...fair with Amanda Johnston began when  
...she was no longer his pupil at Gordano  
...School near Bristol. After all, the allega  
...tions are hardly new. The News of the World  
...planned to publish them in 1995 and was  
...told by his solicitor that they had their dates  
...wrong. His former wife said that she kept  
...quiet because their daughter Tammy  
...would suffer first. Now divorce documents  
...would appear to support the former wife's  
...point of view. Last Sunday, The Observer  
...quoted a solicitor's note from 1976 that said  
...Woodhead "particularly did not want her  
...name to be disclosed, because she was a  
...sixth-former when the adultery started and  
...it was understood the teaching profession  
...were (sic) averse to teachers committing  
...adultery with sixth-form pupils". In Feb  
...ruary 1977, Mr Woodhead signed a state  
...ment saying he wanted to keep her name  
...secret for "professional reasons".  
...So what are we to think? Should Chris  
...Woodhead resign from his £115,000 a year  
...job? Should there be an inquiry? If so,  
...should Mr Woodhead be treated as any  
...teacher would and be suspended while it  
...goes on? And what is his real problem: the  
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...parliament would mean that teachers  
...who have relationships with sixth-form  
...pupils will face up to two years in jail? It

**C**hris Woodhead loves to take chances. He is a rock climber and a risk-taker. This is a man, after all, who marked his appointment as Chief Inspector of Schools by writing an article entitled "Sack The Useless Teachers". He courts controversy as ardently as anyone who lives for the duel. But even he must be wishing that his current battle with his former wife over whether he had an affair with a sixth-form pupil 23 years ago would just go away. But it will not. The personal has become professional has become political. The ex-wife is on the radio. The Education Secretary is examining the divorce documents. The columnists are taking sides. The teachers want an inquiry. And, most worrying of all, the Prime Minister yesterday said that the Chief Inspector had his full confidence.

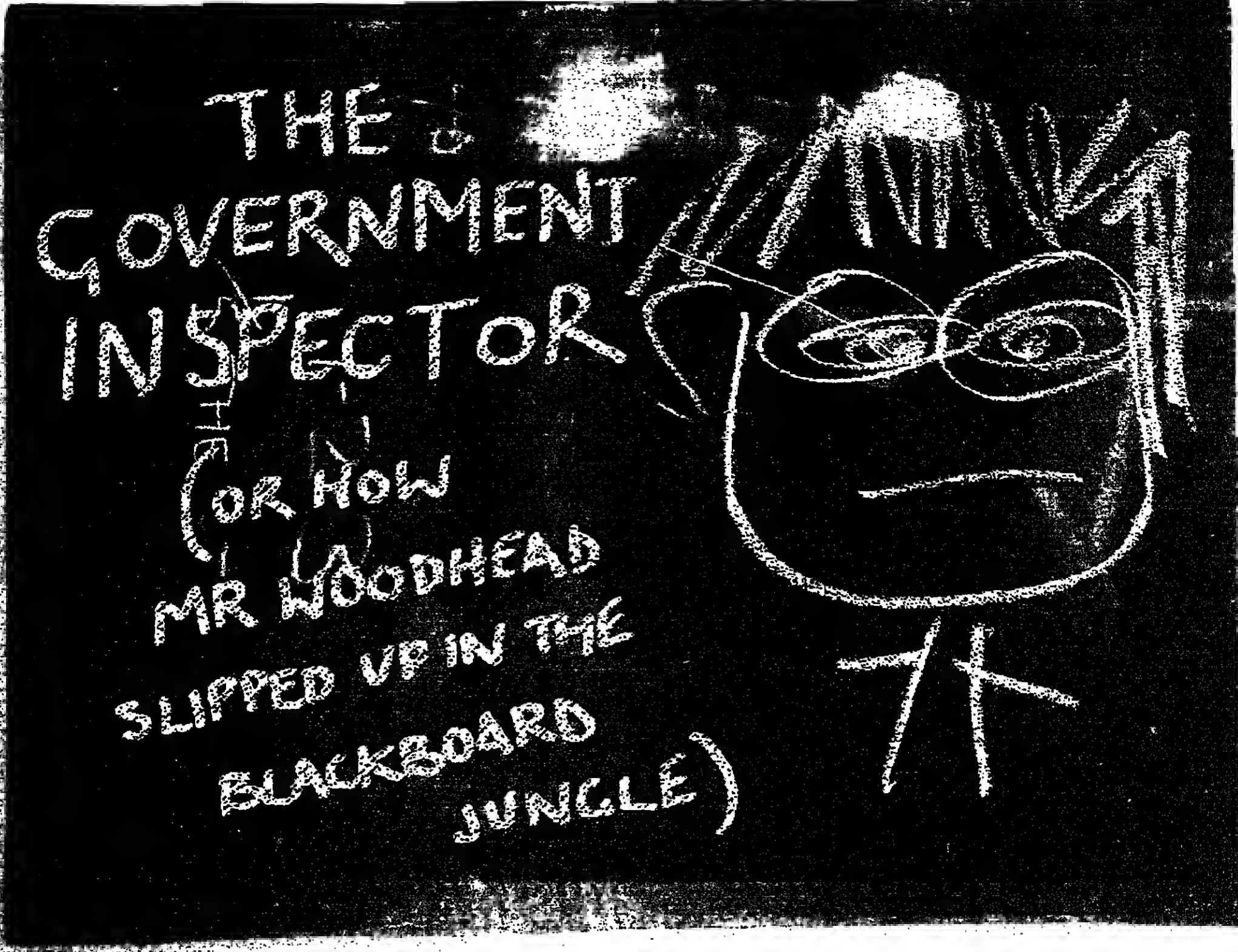
The man himself has gone silent. This is uncharacteristic. He is, his office said, on holiday. Really? But the Easter break was last week. There was a pause and a flurry. Yes, definitely on holiday. Besides, he had said everything he had to say. His former wife is not on holiday. Nor has she had her full say. Yesterday, for instance, she was on the Today programme. "He brought this up," she said. "He brought it into the public domain at the beginning of February. It was all over the papers. I haven't brought it up. I'm just trying to get at the truth," said Cathy Woodhead. She believes Tony Blair should be looking at the truth, too. "I'm afraid that anyone who allows lies to carry on cannot be trusted."

Some see this as the work of a woman scorned. They say that Cathy Woodhead is also a mountaineer, just a more muscular version of Margaret Cook. In the end, Margaret didn't get her man and why should Cathy? But such a comparison doesn't hold up, at least in terms of timidity. If Ms Woodhead is seeking revenge, she has been served not only cold but absolutely frozen. And she hasn't written a book, cried her crocodile tears or haggled over the serialisation, though her articles in the Mail on Sunday have been deadly.

Now, she says, she only wants the truth. "I'm sorry, but I consider that telling the truth is one of the most important things we have," she says.

Of course, the Chief Inspector insists that he is telling the truth and that his affair with Amanda Johnston began when she was no longer his pupil at Gordano School near Bristol. After all, the allegations are hardly new. The News of the World planned to publish them in 1995 and was told by his solicitor that they had their dates wrong. His former wife said that she kept quiet because their daughter Tammy would suffer first. Now divorce documents would appear to support the former wife's point of view. Last Sunday, The Observer quoted a solicitor's note from 1976 that said Woodhead "particularly did not want her name to be disclosed, because she was a sixth-former when the adultery started and it was understood the teaching profession were (sic) averse to teachers committing adultery with sixth-form pupils". In February 1977, Mr Woodhead signed a statement saying he wanted to keep her name secret for "professional reasons".

So what are we to think? Should Chris Woodhead resign from his £115,000 a year job? Should there be an inquiry? If so, should Mr Woodhead be treated as any teacher would and be suspended while it goes on? And what is his real problem: the affair, the lie, or both? Does it matter that parliament would mean that teachers who have relationships with sixth-form pupils will face up to two years in jail? It



BY ANN TRENEMAN

is the kind of thing that is only believable because it is fact. No novelist would dare to think it.

The columnists are delighted. The family feud is now a matter for public debate and opinions are whizzing like paper aeroplanes in an unintended classroom. David Aaronovitch says it is a professional, not a private matter, for the man whose zeal for school standards is matched by his helmet-like haircut. Libby Purves has called for an inquiry. Melanie Phillips, the scourge of single mothers, has jumped to his defence. And John Clare of The Daily Telegraph yesterday wrote these words: "So - still supposing Mr Woodhead lied - would that be a sufficient reason for him to be hounded from office? Setting the triviality of the lie against the weight of his achievements would suggest not. It is not fanciful to argue that the life chances of tens of thousands of children have been improved by his actions." Try explaining that logic to a child who asks if lying is wrong.

Cathy Woodhead is wrong about one thing, however. Mr Woodhead did not bring this into the public domain. Or at least that was never his intention when he responded to a question from a student teacher at the University of Exeter in January. It was at this forum, with no journalist in sight, that Mr Woodhead was asked if teachers who had relationships with pupils had any place in the education system. His

response was equivocal: "As adults, or relative adults, we have a responsibility to those who are younger than us and therefore it isn't a good idea at all, but I don't think necessarily that a teacher should be automatically drummed out of the profession. I think human beings can get themselves into messes and I think those messes can be experiential and educative on both sides."

It was just one of several questions and answers and Mr Woodhead must have thought little of it. The man who loves risks and is often described as arrogant probably thought there was none. He has since hinted darkly that it may have been a conspiracy, but even he should have noticed that there were 200-odd people in the room. And he certainly must have known that the session was being taped, both officially as

part of the course and unofficially by several students. One of the tapes was put in the library. In a matter of weeks, The Independent had the story. When called for his comments, he immediately realised the situation but still came out fighting. He said he believed the questioner had been troubled, though in such a large gathering that seems very intuitive indeed. He added: "In most circumstances, I think a teacher who has a relationship with a pupil should be barred from the profession." He said his remarks had to be seen in context. "I don't think it is the job of the chief inspector to pontificate about these things."

If only he had followed his own advice. It wasn't long before others remembered the News of the World story. His former wife heard the news while in a climbers' hut in Snowdonia. "I was with a group of friends

from the Pinnacle Club, the national women's rock climbing club," she would write later. She had spent the day on "an invigorating ridge walk, battling through a gale which at times threatened to knock us to the ground". A friend, however, had been listening to the radio.

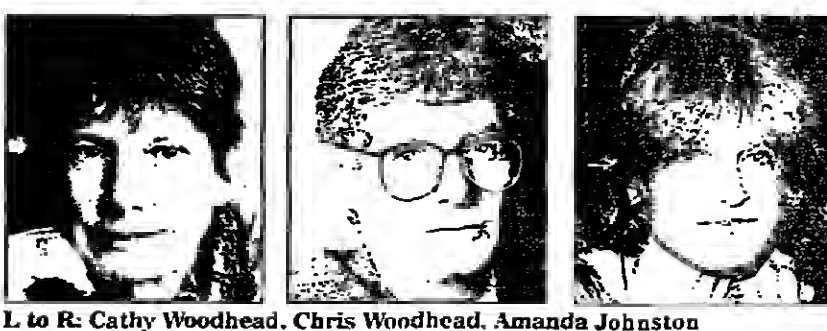
"At first I couldn't believe what I was hearing," Ms Woodhead said. "Then I was simply incensed. For more than 20 years, I have lived with the knowledge that Chris had a sexual relationship with a pupil where he taught. I learned that for certain in April 1976, when he told me he was having an affair with a girl named Amanda Johnston... We had been married for six years and our daughter Tammy was 11 months old." Before she had kept quiet. This time she didn't. "Yes, I thought, while you were away being educative and experiential with someone else, I was looking after our baby daughter." She decided to "set the record straight" and, in pure ex-wife mode, added: "While we were married I allowed myself to be undermined by Chris. I gave him sole responsibility for my happiness. Twenty-three years on, I realise he is still exerting control over me and I am no longer prepared to be manipulated by him. I feel I have protected him long enough."

Chris Woodhead's many enemies will have read that with more than a little joy in their hearts. This will include many teachers and academics. The Chief In-

spector, who many blame for making their lives a misery, taunting them in headline after headline, was finally being inspected himself. His friends are far less plentiful, but with names like Prince Charles and Tony Blair you don't need a lot. Until now they have hacked him against what Education Secretary David Blunkett has called "vile" allegations. But now the Department of Education is using fewer such adjectives. Mr Blunkett is now inspecting the divorce documents.

It is all starting to have an inevitable momentum to it. But, as in so many cases of public morality and privacy recently, the problem is not so much the actual event as the cover-up. A lie is still a sackable offence, despite the views of The Daily Telegraph. "The issue is about a lie," says Alice Mahon, the Labour MP who has put down an Early Day Motion and called for him to resign. "This has nothing to do with his private life."

And so the time is nearing when it is time to quit bluffing. It is no longer a game, even for those who love and understand danger. "If, at the bottom of a rock climb, you worry about a difficult move at 50ft or 100ft, you are never going to get off the ground," Mr Woodhead has said. "Psychologically, you have got to take it stage by stage. Also, you have got to hold your nerve, and this is applicable to the kind of work I do." And that, certainly, is true.



L to R: Cathy Woodhead, Chris Woodhead, Amanda Johnston

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**This is no way to protect Kosovars**

Sir: With children slowly roasted to death on trains, the only result of the bombing is to add a third party (Nato) to those already committing atrocities in a brutal civil war between the Serbian government and KLA terrorists. Nato's apologies seem to be exact quotes from the words of the IRA, who should sue for copyright.

When a province is fought over, there are large civilian casualties and, ironically, the Serbs may have saved lives by expelling Kosovars if Nato seeps in ground troops.

Serbia can "withdraw" its troops by telling them to take off their uniforms. Then, as experience in Northern Ireland has shown, infantry would be unable to protect the civilian population. The Kosovars would be crazy to return under ineffective Nato "protection". The only solution is a Russian protectorate with no Nato participation whatsoever.  
DEREK J COLE  
St Leonards-on-Sea, East Sussex

Sir: Nato has apologised for killing and maiming civilians on a train during the attack on a railway bridge near Leskovac. They were also quick to add that a vital military supply line was targeted, and have destroyed fuel storage and depots and power plants throughout Yugoslavia.

How does one distinguish military from civilian targets in a modern society? Mr Milosevic's ability to make war has certainly been diminished by the bombing, but the population of Yugoslavia will have no fuel for agricultural machines to farm the land this spring, leaving them with no crops to eat this autumn. They will be left with no fuel and power plants to provide heating in the severe Balkan winter.

The Albanians in Kosovo should enjoy human rights and autonomy, but the only way to achieve that is through political talks unhampered by the armed rebellion of the Albanians or ultimatums from the West to the Serbs.  
Dr NENAD SARAPA  
Northolt, Middlesex

Sir: The Government's unwillingness to commit ground troops to Kosovo is not, as suggested by Mr Kirkham and Dr Palmier (Letters, 12 April), due to cowardice or silly technical problems. Rather, it is because Kosovo is unfamiliar terrain for the Nato troops, while the Serbians they face have, in many cases, lived there since childhood.

Nato troops would have to fight into hostile territory, victims of sniper fire and guerrilla warfare, against an army who have an awful lot more to lose than Nato do - the land they believe is rightfully theirs.  
RACHEL MANTELL  
Leeds

Sir: After more than two weeks of bombings against fixed targets in both Serbia and Kosovo the weight of attacks should now be aimed overwhelmingly at tanks and infantry formations in Kosovo. Attacking barracks, telephone exchanges and bridges in Serbia, with the risk of major loss of civilian life, is not sensible at this stage.

The fact that only one Nato plane has been shot down while there have been several thousand missions suggests that few of the attacks have been carried out at a very close range. More aggressive tactics are probably needed for the air-only policy to succeed.  
SIMON KNAPP  
Uckfield, East Sussex

Sir: Michael Laird (Letter, 10 April) advocates the arming and training of the KLA and reminds us that "the defeat of the Bosnian Serbs was brought about by local forces, mainly Croatian".

The KLA is no doubt evolving into a more formidable and disciplined organisation which could take control of much of Kosovo providing Serb heavy weaponry was neutralised. But it is not an army. The Croat forces to which Mr Laird refers were a

disciplined, well motivated army with heavy artillery and armour which fought a brilliant six-day campaign to retake the occupied lands of the Krajina and with the Muslim forces effectively gave the Serbs the choice of negotiating (Dayton) or facing total defeat.  
GRAHAM PERKINS  
Bromyard, Herefordshire

Sir: Less than four months ago the US State Department had this to say about the KLA:

"The KLA harass or kidnap anyone who comes to the police... KLA representatives had threatened to kill villagers and burn their homes if they did not join the KLA... The KLA harassment has reached such intensity that residents of six villages in the Stenje region are 'ready to flee'." (Compiled from daily reports of the Kosovo Diplomatic Observer Mission, 21 December 1998.)

That was when fighting was at a lull. Since the bombing the KLA has launched an all-out offensive. Is it any wonder that between saturation bombing of Kosovo and attacks by the terrorist KLA over a third of all ethnic groups in Kosovo (Albanians, Serbs, Turks and gypsies) have fled the area, going into Macedonia, Albania and north to Serbia itself?

Far from being an impartial defender of human rights the Western powers are complicit in all the atrocities committed in Yugoslavia over the last eight years, having sponsored armed separatists against Belgrade from the start of these civil wars.  
ROBERT CLAYTON  
Higher Fazeale, Isle of Man

Sir: A foreign policy with "an ethical dimension" should by now have produced a recognisable stance over Turkey and East Timor, not to mention Burma. Instead, we have this intervention in the Balkans in which the objective is anything but clear, the strategy non-existent and the tactics little more than letting the military test their weapons. And I take nothing away from the service personnel who are obliged to implement this folly.

**LETTERS TO THE EDITOR**

Post letters to Letters to the Editor, The Independent, 1 Canada Square, London E14 5DL and include a daytime telephone number, fax to 0171 293 2056 or e-mail to letters@independent.co.uk. E-mail correspondents are asked to give a postal address. Letters may be edited for length and clarity.



Billingsgate No 3: fish for sale to fishmongers and the general public is kept fresh in boxes of ice

Kalpesh Lathigra

Nothing has been said about the financial costs. The future, for this government is a strange land full only of promises. When will this adventure cause the government to renege on yet another manifesto pledge? How distant now are freedom of information, reduced waiting lists (the real figures, not the fudged ones), a proper transport White Paper with sensible investment in rail, water, and road infrastructure?

Not least, what plans and funds are in place to rebuild Yugoslavia, or to Blair and Clinton believe that these troubled people deserve to be consigned to a pre-industrial wasteland?  
COLIN STANDFIELD  
London W7

Sir: Living in the United States, there seems to me an odd contradiction. Many people championing the use of military force for "humanitarian" reasons are the same people ardently opposed to programmes providing money for the basic needs of our own poorest citizens.

Granted, there is no parallel to genocide, and the problems faced

by residents of the United States or England do not compare with the horror faced by those living in Kosovo. But the basic question is the same: is there a moral obligation for the rich and the strong to care for those who are suffering and cannot help themselves?

Remembering our inaction on so many similar occasions, and knowing how indifferent the United States is in moving beyond words on most "humanitarian" causes, I do have to wonder how many of our leaders are really concerned for the lives of those in Kosovo, and how many are simply excited to sit in front of a television and watch expensive bombs explode in the night.  
MARK ALLEN HUNT  
Atlanta, Georgia, USA

Sir: Serbian independence was won from the Ottoman Empire in 1878 at the Congress of Berlin. That settlement followed the Russian victory in the Russo-Turkish war of 1877, which was sparked by massacres (in Bulgaria) by Turkish forces - massacres which the Russians felt

it was their humanitarian responsibility to prevent.

Serbian independence resulted from Russian intervention in the Balkans to prevent a humanitarian disaster. If Kosovo wins independence from Serbia as a result of Nato action, the Serbs can at least comfort themselves that the Kosovars are merely following in their footsteps.  
JOHN RIDDELL  
London SE3

Sir: The Turkish people will be disappointed by the report by Andrew Buncombe (7 April) on the Kosovo refugees ("The plane is going to Turkey," said the official. "But don't tell the refugees. They might refuse to get on").

It may well be that some refugees would prefer to go to a rich country like Germany than a not so rich country like Turkey. Many of our own people are living in conditions which are much in need of improvement, and we do not have huge resources to speed on refugees. Nevertheless we have taken in many thousands of Kurds, driven out of northern Iraq by Saddam Hussein, and have now

agreed to take 20,000 people from Kosovo, which will be providing more than our fair share of shelter.

We will do our best for the refugees and perhaps your reporter might recognise the hospitality which the people of Turkey are extending to them.  
OZDEM SANBERK  
Ambassador, Turkish Embassy  
London SW1

Sir: The only time a substantial country has been bombed from the air into surrender, the weapons used were nuclear.  
NORMAN FOSTER  
Duxford, Cambridgeshire

**Lost in space**

Sir: Adrian Berry doesn't remember his folklore very well when he says that during his 20-year nap Rip Van Winkle aged only one night (Astronautical Notes, 8 April). When he came down from his mountain Rip had a long white beard and, as Special Relativity predicts, was 20 years older.

This may act as a useful damper on flights of fantasy to the stars at near-light speed from which astronauts return just a few years older, while their stay-at-home friends and relations have died hundreds of years previously in true Einsteinian fashion. Alas, it will be a while yet before large, massive objects like space ships and human beings in them achieve velocities of nearly 300,000 kilometres a second, part of the problem being that their masses will greatly increase at this speed, necessitating a complementary increase in the energy used to propel them until, at light speed, the energy required becomes infinite. This will be a problem.

There is world enough and time for humans to reach the stars, but only after many generations of the astronauts on board have lived, bred, and died of old age. No Rip Van Winkle among them will return home to claim his compound interest.  
RALPH ESTLING  
Dorchester, Dorset

Sir: My scores in John Walsh's "Are you a regular guy?" questionnaire (13 April) were 5 a, 5 b, 5 c and 1 pass. The total makes me out to be slightly decent, right-thinking, sussed, modern, elitist, pretentious, and 33 per cent William Hague. Ought I to see a psychiatrist?  
JOHN O'BYRNE  
Dublin

**IN BRIEF**

on Lethal Weapon 3, nor was I asked to (John Walsh on Monday, 12 April).  
TOM STOPPARD  
London SW10

Sir: Your report about the Advertising Standards Authority adjudications on our adverts (12 April) neglected to mention that it rejected six out of the nine complaints made by hunt supporters. The authority agreed with our assertion that foxes can die of pathological shock from the stress and trauma they undergo as part of the hunt. It agreed they could be simply ripped apart by the hounds before death, and could also suffer extensive

abdominal wounding. It also agreed that vixens were hunted while pregnant.  
SIMON POPE  
International Fund for Animal Welfare  
Crawborough, East Sussex

Sir: Have you noticed that whenever ministers of the Crown are interviewed for television at their desks there is almost always a copy of Who's Who on a bookshelf immediately behind them? Do you know (a) why they need one at all, and (b) if they have one each, or whether there is a single governmental copy which is passed round as required to lend gravitas to the interviewee's image?  
PETER MARTIN  
Norwich

**High time we saw solicitors as the heroes they really are**

SOLICITORS OFTEN complain that their profession is unfairly painted as drab and mean-minded, while other callings have an aura of glamour and romance.

"Even journalism comes out better than the law," said one bitterly to me. "At least Superman was a journalist in real life. Show me the solicitor who has any pretensions at all to being a hero!"

No sooner said than done. We bring you the first episode in the adventures of the man known only to his adversaries as "LEGALMAN".

STANLEY MILLS was 5ft 9in, dressed in dark clothes which were almost but not quite a suit, and wearing spectacles that were not the pair he had bought expensively from an optician but the cheap stand-by pair he had got from

Boots when the expensive pair had gone missing. He was walking along Oxford Street on his way to the solicitor's office in Holborn where he worked, looking forward to exchanging a surreptitious "good morning" with the lovely Miss Walker who handled the conveyancing side of things, when suddenly he heard a commotion coming from a side street.

He glanced down it as he passed, and gasped. There, tottering over the top of a five-storey building, hung a stranded helicopter, seemingly about to fall. From the helicopter there dangled a long rope, with a beautiful girl clinging to the end of it. In the helicopter cabin, about to sever the rope with an axe and send the girl to her death on the pavement below, or perhaps to a very severe

bruising on the heads of the spectators below, sat a cackling, masked figure. Stanley Mills recognised him at once. It was The Infringer!

"Holy search warrant! This looks like a little job for Legalman," said Stanley Mills softly to himself.

He stepped behind a phone box, opening his brief case as he did so. Seconds later, he stepped out and launched himself into the air. He had changed. No longer was he the drab figure in dark clothes and second-hand specs. Admittedly, he did still have the dark clothes and also-ran spectacles, but now he also had a red rose in his lapel button and a bowler hat worn at a rakish angle.

"It's Legalman!" gasped the crowd, as he shot through the air at a thoroughly legal 29mph.

"Thank God Legalman is here! If anyone can sort this mess out, it's Legalman!"

**MILES KINGTON**

*'It's Legalman,' gasped the crowd as he flew through the air at a thoroughly legal 29mph*

"Good morning, Infringer," said Legalman, landing gently on the ledge beside the helicopter. "I'm sorry to see you're bringing chaos to the great metropolis again."

"But I'm delighted to see you, Legalman," chuckled the Infringer. "I had hoped that this little incident might bring you out into the open. Now I've got you where I want you."

"If anyone's in trouble, it's you, Infringer," said Legalman. "I'm afraid you don't realise quite how bad the trouble is in which you are."

Author's note: May I apologise for all the unnecessary dialogue? This is not my fault. It is always engineered by Legalman so that he can charge for it later under the heading of "Consultation and Advice" @ £10 per minute.

"All sorts of trouble. Piloting a helicopter in an urban area contrary to the Public Flying Act, 1933. Parking a helicopter over a double-yellow-line street. Having an axe without a permit. Dangling a rope dangerously in a public thoroughfare. Flying a helicopter without due care and attention..."

"Help!" screamed the girl at the end of the rope. "Please help me!" Legalman took his specs off and looked strictly at her.

"All in good time. If you please," he said. "If you want to apply for help, please phone for an appointment and I will try to fit you in."

Another scream rent the air. She slipped a little more.

"How are you going to help her now?" sneered The Infringer. "Quite simple," said Legalman. "I'm going to serve THIS on you."

And he handed over an injunction preventing The Infringer from causing any nuisance to the girl at the end of the rope, a writ for helicopter misdemeanours and several other summonses. The Infringer went pale. "You've lost none of your old powers, Legalman," he said.

At that moment the girl lost her grip and fell, screaming. In an instant Legalman had taken off and swooped beside her as she fell.

"I wonder if you've made a will yet?" he said in her ear. "Many people think there's all the time in the world, yet, did you know, more than 80 per cent of people die intestate?"

Will she die? Or will he save her? And can she afford the paperwork if he does? Another episode in the saga of the solicitor superhero, Legalman, coming soon!



**Teachers' merit pay**  
Sir: Your two correspondents, in April, responding to your lead, "Good teachers deserve to be paid more" raise perfectly legitimate questions.

The answer to D W McNamee's questioning how a special reward for a teacher can be compared to a colleague who is in charge of a class of 30 students is surely that the former is doing a job that is different but open equally to the possibility of appraisal which would enable both of them to move through the threshold.

**Euro peril**  
Sir: Diane Coyle's Comment, 1 April, fails to address the real issues involved in economic and monetary union. The euro does not simply a question of whether to change the currency, but of how to ensure the economic and ultimate political control of the euro zone.

She describes those campaigning to keep the pound, as "the old guard". With more stable currencies in our future, it is clear that the pound is a relic of a bygone era. It is not a question of whether to change the currency, but of how to ensure the economic and ultimate political control of the euro zone.

**Royle couple**  
Sir: I read with interest your article on the Royle couple. It is a pity that the article is so short. The couple's story is a fascinating one, and it is a pity that the article is so short.

**Irregular**  
Sir: I read with interest your article on the irregular. It is a pity that the article is so short. The irregular's story is a fascinating one, and it is a pity that the article is so short.

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## Will anyone provide work for redundant Clyde shipbuilders?

TWO MERCHANT SHIPYARDS are to close on the Clyde - cue a baggage lament on the decline of the Scottish shipbuilding industry. But is there anything that can be done about the decision by Kvaerner, the Norwegian construction group, to sell its interest in Govan and Clydebank, other than hair-pulling and clothes-rending?

There has been talk of finding a buyer for the two shipyards. Unfortunately, that seems like a dim prospect. Owing British shipyards amounts to dropping sacks of cash straight into the sea. Wages are too high for jobs that can be done just as well in India or Indonesia.

Nor does there seem to be an alternative to the disciplines of the market. Any manufacturing business that fails to generate a profit will always be operating with a sword of Damocles hanging over its head. Government intervention by way of subsidies can be sensible only as a temporary expedient. The fantastically complicated European Union rules on subsidies allow governments to provide hand-outs here and there, as long as they do not become provocatively obvious. It makes sense to be flexible about bail-outs, but in the end there is little point in throwing good money after bad.

This is not to say that every effort should not be made on behalf of the 2,000 workers who will be losing their jobs. As long as capital is more mobile than labour, there will be an imbalance of power at the heart of capitalism. The decision to sell the Scottish yards comes as part of a worldwide review of Kvaerner's business, in which some 25,000 workers will lose their jobs. It is therefore unlikely that the Clydebank shipbuilders will be able to get other jobs within the company. Furthermore, as straight-talking ship workers they are unlikely to fit easily into the booming service sector and its telephone call centres staffed by sweet-talking twentysomethings.

The Government has reneged on promises that the Labour party made in opposition to enact legislation to stop discrimination against older workers. At the same time, the so-called New Deal (a travesty of Roosevelt's struggle to pull the US out of the Depression) has done little for the over-fifties. If the Government is to endorse the line of Eddie George, the Governor of the Bank of England, that the end of British manufacturing industry is inevitable and desirable, it must provide older workers with some alternative to *The Oprah Winfrey Show* and a pint of heavy.

The forthcoming Scottish parliament has the opportunity to develop an industrial policy that copes with some of these problems. Manufacturing industry will have to remain a large part of the Scottish economy. Without expensive and sustained retraining, 5 million Scots cannot yet live on the proceeds of microchip factories and the service sector.



## At last, a chance for democracy in Algeria

TOMORROW ALGERIA holds its first elections since 1992, when the army overturned the victory of the Islamic Salvation Front (FIS). There is little chance that the vote will be free and fair - not least because the FIS is not allowed to field candidates. But the election of a successor to President Liamine Zouari is a step towards the resumption of democratic politics in a country recovering from seven years of civil war.

Abdelaziz Bouteflika, an Algerian foreign minister in the Seventies, is almost certain to win the election. He is backed by both the National Liberation Front - which led the opposition to French colonialism - and, more importantly, by the generals, who are the country's real rulers.

The 680,000 Algerian voters resident in France have been

able to vote since Saturday. In Algeria there is a worry about vote-rigging, because vulnerable mobile ballot boxes are to be used in rural areas and soldiers will vote unseen in their barracks. None the less, the country's 15 million eligible voters will have a genuine choice of candidates.

Mr Bouteflika's opponents include three who are credible challengers. They are Mouloud Hamrouche, the reformist prime minister from 1989 to 1991; Hocine Ait Ahmed, the 78-year-old socialist with a reputation for incorruptibility and the charisma conferred by his membership of *les neuf historiens*, the nine original leaders of the independence war; and, the most interesting challenger, Ahmed Taleb Ibrahimi, the former foreign minister who has been backed by the leaders of the FIS in hiding abroad.

The army's cancellation of the 1992 election was not only the catalyst for the civil war, it was also taken by Islamic movements across the Arab world to show that democracy was a sham and that there was no alternative to violence.

The Algerian conflict was primarily between the secur-

ity forces on the one side and Islamic groups, including the FIS and the shadowy Armed Islamic Group, on the other. The crisis reached its nadir during the holy month of Ramadan last year when it was rumoured that security forces were massacring civilians.

Seven years and the murder of 77,000 people later, the government appears to have brought the country back under its control. The army is no longer involved in terror and massacres committed by the Islamists have diminished in frequency and are confined to rural areas.

The FIS may have miscalculated in backing Mr Ibrahimi. If he does not gain much support - and there are signs that voters are apathetic - the FIS will look like a busted flush. If he does well, the army may use it as another excuse for suppressing democracy. Although there are grounds for pessimism about the outcome of the elections, in a country trying to cope with a dramatically rising population and the collapse of oil revenues, democracy is the only hope for a resumption of stability and prosperity.

# Scotland will be the first skirmish in the battle for Britishness

AS IT sometimes is when dreams threaten to come true, the unfulfilled desire suddenly seems a lot more reassuring than the real thing. Perhaps that is why Scottish nationalism is looking a lot less buoyant the closer it gets to any real power.

Six months ago, there were fears in New Labour that the SNP could run it close for dominance of the Parliament. At the head of the campaign, Donald Dewar and Helen Liddell were lacklustre and defensive. The best of the young Blairite stormtroopers from Millbank were inventive at finding any excuse for not being seconded to the Labour Party's colonial outpost of Keir Hardie House.

The SNP's leader, Alex Salmond, was motoring along nicely until he decided to denounce Nato's involvement in Kosovo.

Mr Blair has the perfect excuse to limit his forays north of the Border. He will probably go just once between now and the vote on 6 May.

The absence of the Prime Minister is doing no harm. Indeed, it has allowed Mr Dewar to show that he is not just Westminster-man on loan - although he is careful to preach an inconsistent gospel of brotherhood and harmony with London.

Scottish New Labour has a strong communitarian emphasis on fighting poverty and on the transfer of sporting estates to communal ownership. Indeed, catching the non-conformist whiff of the Parliament manifesto, the mischievous thought occurs: why not shuffle off those inconveniently adventurous pre-election pledges to Scotland? Its fortunate citizens could try out the promised Freedom of

Information Bill, which the Government has no intention of delivering to the rest of us?

True, news from the Norwegian owners Kvaerner of the planned closure of the last of the big merchant shipyards on the Clyde is hardly guaranteed to have Glasgow voters breaking out in a chorus of "Things Can Only Get Better". But the fate of the remaining shipyards would be precarious no matter who ruled Scotland. Should Govan take its revenge at the next general election and vote SNP, the Labour party will hardly be inconceivable to see the back of its sitting MP one Mohammed Sarwar. If there are questions to be asked about Govan and Clydebank, they are about regional development policies that allow injections of public money (in this case £37m), after which the company can walk away at the drop of a restructuring plan. The cost-effectiveness of these publicly funded sweeteners demands far closer scrutiny than any government has given them.

The adaptation of New Labour to a more Scottish identity requires balance, and it is no accident, as the Leninists would add, that later this week Gordon Brown is to restate Labour's commitment to the principle of the Union in a major speech on Britishness. From the thickets of confusion, a new theme is beginning to emerge. The Government has seen that it must stand up for the Union, or risk the steady incursions of English and Scottish nationalism.

Britishness is the context in which the Scottish and Welsh devolutions

belong, and in which they can thrive. The alternative to the Government taking the lead in defining what a UK identity means in post-devolutionary times is allowing others with opposing interests to make the running. Mr Salmond may not be making a roaring success of this campaign, but his party will gain in confidence and experience from its exposure in the Parliament. It will challenge the settlement again next time, and the time after that - a border skirmish New Labour will have to fight repeatedly. The potential for separatist movements to reinvent themselves in different conditions is the core of their strength.

It is ominous that a growing sector of English right-wing opinion believes that the battle is already lost. The case for formal divorce between the English and the Scots is most elegantly made in an intriguing polemic by the journalist Simon Heffer, entitled *Nor Shall My Sword: The Reinvention of England*. Mr Heffer thinks that the English should speed the Scots' path to independence, having nothing to lose thereby but their onerous fiscal transfers. Rid of the whining Scots, England will be free to develop a humane nationalism, cut taxes and even bring back the Tories.

On the benefits of this last point and the likely lovability of an Albion stripped of its anchorage in the United Kingdom, I beg to differ with Mr Heffer. His England would not be mine. But his argument should put the rest of us on our mettle. The sure way to lose the battle for Britishness is to believe that it is not worth fighting.

**QUOTE OF THE DAY**  
"Ahl Ta ta ta ta. That's all I have to say."  
Paula Jones, on Bill Clinton being held in contempt of court for lying in her sexual harassment case

**THOUGHT FOR THE DAY**  
"Extreme remedies are most appropriate for extreme diseases."  
Hippocrates, Greek physician

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THANKS TO Federal Judge Susan Webber Wright, Clinton can now lay claim to another shameful distinction: he's not just our second president to be impeached, he's also the only president ever to be held in contempt of court. He may truly believe that his acquittal salvaged his reputation. But he now stands branded as a willful, deliberate, contemptuous liar. That is his shame to bear - and all America's, too.

New York Post

WRIGHT FOUND Clinton in civil contempt of court. The second president to be impeached becomes the first to be so cited. The monetary penalty attached to the contempt ruling includes payment to Jones for attorneys' fees and similar expenses arising out of Clinton's "willful failure" to give honest answers in his deposition. Clinton, a lawyer, could be disbarred under a canon prohibiting "dishonesty, fraud, deceit or misrepresentation". It has long

been obvious that his deposition in the Jones suit, in which he swore "I have never had sexual relations with Monica Lewinsky", was a lie.

LA Times

JUDGE WEBBER Wright's ruling puts into the legal and historical record that Clinton was untruthful and deliberately misleading, and assigns a legal sanction to uphold the rule of law. The financial penalties calling for the President to reimburse the court \$1,202 to cover the expenses incurred by the judge in travelling to Washington to preside over "his tainted deposition", and to pay Ms Jones any expenses incurred because of his untruthful behaviour are symbolic. He would be wise not to challenge them. The judge has signalled her desire to bring this matter to a close.

New York Times

IN CASE we had forgotten what justice was, a judge in Little Rock reminded the country yesterday: Judge Wright held Clinton in contempt of court for not testifying truthfully. President or no president, there are apparently some things Judge Wright is not going to put up with in her court. It was electrifying, it was galvanizing, it was reminding that there is still law, there is still truth, there is still justice.

Arkansas Democrat Gazette



## PANDORA

**TOP SPIN.** The GM food innovator Monsanto showed its customary fingertip control of the media when its PR flacks heard of a story perceived as dangerous. The corporation manufactures a genetically engineered milk hormone called rBGH (recombinant bovine growth hormone). Farmers inject rBGH into cattle every two weeks to increase milk production. But activists have expressed concern that rBGH may increase the risk of cancer among consumers. Two Tampa-based journalists taped a segment reporting this. Monsanto pitched its side of the story – and management at WTVT, the local Fox station, made the duo rewrite the story 83 times. That's right, 83. The Murdoch-owned WTVT then offered Steve Wilson and Jane Akre some £100,000 to quit, on condition that both reporters remain silent about the incident. They refused – and the matter is now heading to court. Fascinating fact: later this year the EU moratorium on the use of rBGH is up for review.

**BANKING TECHNOLOGY** rocks! Thirty per cent of those entrusted with increasing credit-card security have forged someone else's signature in a credit-card transaction. An NCR survey at Frankfurt's European Financial Services Summit also revealed that 23 per cent of the fraud-hunters had asked a friend to forge theirs. Life in plastic, it's fantastic.

OH, AND you've got to hand it to Barbie. Prosthetic specialists at Northern Carolina's Duke University are using the doll's legs to create artificial fingers for amputees. The legs are trimmed to fit each patient – they work successfully because the flexible joints in Barbie's legs allow the fingers to bend.

**MINNIE DRIVER** (pictured) put the hype about Martine McCutcheon into perspective at the party for *An Ideal Husband* this week. As the ex-EastEnders appeared at the star's table at the Waldorf Hotel, photographers pestered Driver to have her picture taken with McCutcheon. A baffled Minnie replied: "Who?"

MICK HUCKNALL is said to be

offering his support to help the falling star Simon Le Bon rekindle his career. Lucky old Simon. It's enough to drive you to the opera – if they ever get it open again.

**BORIS YELTSIN** talks war but wants peace – in his private life, at least. He's reportedly bought a serene £53m villa in Cap d'Antibes.

**CHRISSE HYNDE**, the fiery rocker and animal rights activist, narrowly avoided questioning by the gendarmes this week. Hynde, a driving force behind the memorial concert for her pal Linda McCartney, exploded when she arrived at Home House, a smart West End club known for the hollowed-out elephant leg in its lobby, which is used as an umbrella stand. "This is part of a dead animal," Hynde told a crowd that included George Michael, Tom Jones and Sinéad O'Connor. "I'm going to bury it in Portman Square." She emptied out the umbrellas, and headed for the exit – but found her path blocked by security men. The situation was resolved after a tense 20-minute stand-off. No word from Home House about whether they'll go out on a limb with exotic furnishings in future.

**WE INTERRUPT** this column with a newsbreak. Derek Draper, of Lobbygate fame, has been fired by Talk Radio. Apparently he telephoned another show on air from Amsterdam in the company of a delightful working girl called Claudia. Has Talk Radio's boss Kelvin MacKenzie, no stranger to the sexier side of journalism, lost his sense of humour? Say it ain't so, Kelv.

**OUR NUMBER** one guy's number one chick likes to keep busy. Mother... lawyer... consort... how does Cherie find enough hours in the day? So who better to speak at the 15 May Woman Lawyer Forum organised by Blair Communications (no relation, we're assured). Blair advises the event as a "stress-free zone". A blissful contrast to Downing Street, or what?

Contact Pandora by e-mail: [pandora@independent.co.uk](mailto:pandora@independent.co.uk)

## Don't ask me to ape Cherie or Linda



YVONNE ROBERTS

*It's dangerous when a role model-cum-goddess proves to be just as mortal as the rest of us*

be just as mortal as the rest of us. In yesterday's *Daily Mail*, Cherie Booth, promoted as a role model (more dutiful wife than over-stressed career woman) by Labour's spin masters, wrote as patron of the charity Breast Cancer Care, about Linda McCartney. The charity is selling one of her photographs, *Stallion and Standing Stone*, to raise money for the support it gives

to those suffering from cancer. Cherie Booth says of Linda McCartney, "Nearly everyone... reflected on what a strong role model she was, not only as a wife and mother, but also as an original creative woman." And she adds, "Many also admitted to the terrible anxieties that her death had triggered in them. A common theme of their letters was, 'if Linda McCartney can't beat breast cancer, what hope have I got?'"

Linda McCartney's death was tragic, as are the deaths of even younger women, among them the journalist Ruth Picardie, who wrote so movingly about her anger and sorrow at leaving very young children. We can admire Ruth without transforming her into a role model. What drew many of us was not that she embodied an illusion of perfection but that she was heart-breakingly human, just like us. Everybody hoped, but few truly expected her to win the battle. Role models, in contrast, are required to have an illogical, near-mystical ability not only to live life in the round but also to defy premature death.

Mythology surrounds our role

models like wrapping around an Easter egg – there's a lot of it, and it doesn't amount to much when examined with a clear eye. It doesn't lessen the courage of Linda McCartney to say that she was a woman with a sound marriage who was a good enough mother, loved animals, took OK photographs and couldn't sing, but seemed to know how to make the best of life. Vegetarianism didn't grant immunity but it did provide her with a healthy income from her products. If the image-makers hadn't determined to turn her into a role model (not least as a boost to sales of soya sausages), cancer patients wouldn't now be feeling defeated and in despair because Linda lacked what they believed she had to possess: the luck of the gods.

A few years ago, I met a woman who was successful in the City, wrote novels, and had two children. How did she squeeze it all in? She explained that she spent a couple of hours a day writing in office time. She couldn't tell the truth in interviews because that would reveal to her bosses that she was short-changing them. A year or so later,

we met again. She told me that a son had become involved in drugs and her marriage was under strain. Profiles, interviews continued to appear, butting up her image as the one who Had It All. In her wake, no doubt, dozens of gullible women (and, yes, we all need to read between the lines a little more adeptly), rise at 5am to write the novel, before an over-long day's work, returning too late to read a bedtime story, before sinking exhausted into bed repeating the mantra, "If she can do it, so can I." The truth is, she can't, without a price to be paid. Every choice has a consequence.

Women, in the main, carry the burden of balancing work and home so they are hungrier than men for mentors. Even so, they should become more like men – admire a person's individual actions without nursing illusions about the success of an overall life, setting impossible standards to attain. In short, treat role models as fairy stories for grown-ups. Then, as with the death of Linda McCartney, it wouldn't come as quite such a devastating shock for some when the happy ending is, sadly, sometimes denied.

## The road to a diplomatic settlement with Serbia



LAWRENCE FREEDMAN

*Nato has been left over-dependent on coercion to bring this war to an early conclusion*

IS THERE a way of bringing this war to a quick conclusion? Any early solution depends on diplomacy, yet no serious negotiating process has begun and there is no obvious interlocutor. Belgrade is suspicious of the UN Secretary-General, Kofi Annan, because he has associated himself with the core Nato demands, while Nato is wary of the Russian Prime Minister Yevgeny Primakov because of his readiness to play to anti-Western sentiment at home.

Once talks begin, they will not be easy. Nato will probably have little choice but to stick with the Rambouillet formula on autonomy but, in practice, Kosovo can never again be more than a notional part of Serbia. The scale of post-war reconstruction and the provision of security for returning refugees will mean that it must be in effect a Nato protectorate, whatever face-saving form of words may be found.

The main feature of any settlement must be that Western troops are based in Kosovo. This is the single point on which Nato cannot equivocate. The only serious solution to the mounting refugee crises in Macedonia, Montenegro and Albania is for people to return to what is left of their homes, but they cannot, dare not, venture back until their security is guaranteed against Serb troops and militias. If the alliance is unable to achieve this, then it will have been defeated.

This was the issue on which it went to war in the first place and on which the Rambouillet talks foundered. President Slobodan Milosevic rejected all entreaties to accept an armed international force in the province to reassure the people; it was essential to his strategy that they be insecure. So far, despite Nato claims of cracks opening up in the Yugoslav government, there has been absolutely no sign of a shift in its position. Once the concession is

made, however it is dressed up politically or diluted by the inclusion of Russian and Ukrainian troops, Serbia has been defeated. Serbs in Kosovo will also be uncomfortably aware of the grim revelations likely to emerge once their behaviour can be properly scrutinised.

The only possible compromise would be effective partition of Kosovo. If this is proposed by Belgrade, some in Nato might be tempted to accept. But it would be impossible to get Kosovo agreement to such a move. But it would create a continuing source of tension, with Serbia fearing Kosovo attempts to seize back any land taken from them. So we must therefore be clear that the main purpose of diplomacy will be to ease the pain and humiliation of defeat for one side.

Victory probably will come to Nato, but it will have come at a heavy price, the result of a flawed strategy that allowed Milosevic to seize the initiative at the start of the campaign. As Nato's air strikes began last month, the Yugoslav decisions they were designed to influence had already been taken and the plans

were supposed to frustrate were well advanced. Success now for Nato requires reversing the tragedy it failed to prevent. It has ruled out the only sure way of achieving this – a land invasion to wrest the territory from Serb control. This is because of a fear of heavy casualties, the treachery of the terrain and the lack of a decent transport network making it difficult to get heavy armour to the front. Although Nato's land power in the area is slowly being reinforced, largely to deal with the refugee crisis, it would take weeks to assemble and train a proper invasion force. Even the introduction of US ground-attack helicopters has been delayed because of the primitive state of Albanian facilities.

So Nato has been left waging war against Yugoslavia's military infrastructure in the hope of persuading Milosevic to admit defeat. The targets in Serbia are described as being military in nature, and they are certainly chosen – and advertised in advance – to avoid excessive casualties, but their impact is also civilian. Nato can continue to work its way through the Yugoslav air force and barracks, but in this bizarre modern warfare they are not immediately relevant to the problem at hand. The attacks on fuel, factories and bridges are another matter. They are steadily ruining the already shaky Yugoslav economy. This is undoubtedly putting pressure on Milosevic to find an escape route, but there are no obvious manifestations of anti-war feeling. If anything, nationalist sentiment has hardened. As the inadvertent air attack on a train on Monday illustrated, there are limits to the number of civil/military targets that can be struck without harming civilians. Although Nato's current tactics do leave many people uncomfortable, the Serbs are paying a heavy political price for the success



Igor Ivanov and Madeleine Albright

Morten Holm

of their Kosovo campaign. The tide of human misery it created hardened European opinion against Yugoslavia and created a level of commitment within the Nato nations that will be difficult to undermine. It is too late for Nato to conduct the air war over Kosovo to impede "ethnic cleansing", but it can create the conditions for the refugees' return. This requires depleting the fuel and ammunition stocks of the local Serb units, isolating them from Serbia so that they cannot be reinforced or resupplied, disrupting their command and control networks, obstructing their attempts to move by knocking down bridges and keeping them vulnerable to attack by constant daylight air patrols. This may release Nato from its dependence upon Milosevic's consent by returning refugees with an armed Nato guard. There are here at least the components of a plan that could bring this war to a conclusion on Nato's terms.

When this is coupled with the economic costs of the war, the outlook for Milosevic is therefore grim. His regime appears to be clinging to the

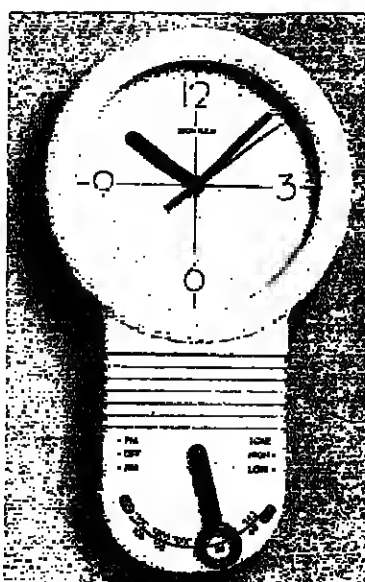
hope that somehow, through threats or aid, Russia can extract them from the mess, but they have taken statements from Moscow far too literally. Milosevic himself is experienced enough to know just how little is on offer. The most useful role Russia could now play would be to dispel any wishful thinking in Belgrade (thereby also making themselves more acceptable to Nato in any future attempt to broker a deal). The failure to prepare for a land option has left Nato over-dependent upon coercion to bring this war to an early conclusion. This can work only by persuading Belgrade that the costs of further resistance are much higher than the costs of compliance with Nato's core demands. There is absolutely no way of predicting when this conclusion will be reached or if it will ever be reached at all. It is, however, most likely to come when Milosevic is convinced that Nato forces will eventually enter Kosovo without his consent.

The author is professor of war studies at King's College, London

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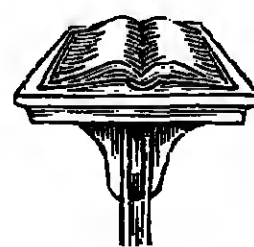
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## A lesson in the politics of love



PODIUM

A D NUTTALL

*From the Oxford English Professor's Warton lecture at the British Academy*

IN "No Second Troy", Yeats contemplates the woman he was to love all his life, from a necessary distance. The lady isn't named in the poem but everyone knew in 1910 that it was Maud Gonne, the political activist who turned down Yeats's proposal of marriage.

In the poem, the apolitical heart is transfixed when it encounters the fact that the loved woman is herself political. Thus – at least for the poet – the root of the matter may appear to be pre-political. Yeats detests violence, loves Maud Gonne, but Maud Gonne is violent.

"Why should I blame her that she filled my days/ With misery, or that she would of late/ Have taught to ignorant men most violent ways/ Or hurried the little streets upon the great/ Had they but courage equal to desire? What could have made her peaceful with a mind/ That nobleness made simple as a fire/ With beauty like a tightened bow, a kind/ That is not natural in an age like this/ Being high and solitary and most stern? Why, what could she have done, being what she is? Was there another Troy for her to burn?"

The process is, I take it, as follows. First: "Why should I blame her for filling my days with misery?" So far indeed, we have a question that virtually invites a sceptical response. What better reason could a person have for resentment?

But the succeeding suggestion, which follows swiftly, is that self-pity is an ignoble emotion and of course we pull back at once; we do not wish to be trapped into endorsing it.

Then, as the sentence moves from the personal plane to the political, we begin to see that the poet is not after all playing a trivial game; the lady has made him wretched and, meanwhile, has stirred up revolutions, poor against rich.

If the personal misery seems a puny thing, the sentence implies, then let it be so; something larger is in any case afoot here. With Yeats's poem, it is of the essence of the work that it does not present a marriage of true minds. The poet must so speak to establish his own unsympathising character before he allows the lady her proper transcendence. That is why, when the reference shifts to politics, the tone is techtichly personal, half-comprehending,

indeed, unsympathetic. Maud Gonne and Yeats both loved Ireland but her love was programmatic, future-orientated while his was backward-looking, enamoured of custom and ceremony. We may add that Yeats obviously got a further kick out of the exhilarating rebarbateness of reactionary, hierarchical views. The poet's contempt for the ignorant poor is there on the page, with no attempt to palliate or conceal it. The same contempt blazes

in a harsh two-line poem: "Parnell came down the road, he said to a cheering man/ 'Ireland shall get her freedom and you still break stone.'"

The crushing effect of the measured, spondaic prophecy coming from the great revolutionary himself is to turn the "cheering man" of the preceding line into an arrested grotesque like something in Picasso's *Guernica*.

The same tic of contempt shows in the line: "Had they but courage equal to desire?" Yeats pulls off a curious technical feat here. He is saying what he really thinks and is speaking "in character", as if to say: "These are the things people like me will always say".

Meanwhile, the lines are there to be at once blotted out by the lady herself, and – in so far as she is the Unanswerable Positive of the poem – the conservative suggestion must be negated, which is as much as to say rendered, after all, apolitical. Hence the appropriateness of an element of primitive defamiliarisation in "Hurled the little streets upon the great". It is as if the sophisticated political meaning "caused the lower classes to

rise in violent struggle with the upper classes" is engulfed by a child's surrealism: houses fighting houses.

The next lines show how there is no irony in the poet's public decision not to resent her treatment of him. Yeats alone of 20th-century poets could unleash, when he chose, authentic, over-mastering high style, which carries all before it. He does so here.

"What could have made her peaceful with a mind/ That nobleness made simple as a fire/ With beauty like a tightened bow, a kind/ That is not natural in an age like this/ Being high and solitary and most stern?"

This is intended to transcend all that has gone before, and it does just that. The poet's own thoughts are erased by an intuition of splendour that is identical with love. It is not so much that criticism dies away before the image of the lady herself, the very disclaiming of the right to criticise dies, becomes irrelevant to the contemplated wonder. The lady is not of our age, not of our kind perhaps; she is like fire from the sky, wholly non-negotiable.



# Albania helpless in face of aggressor

## INVASION

By STEVE BOGGAN in Tirana

DURING HIS tyrannical reign over Albania, the Maoist dictator Enver Hoxha built almost one million concrete pillboxes to defend his country and unify its down-trodden people against invaders that he knew would never happen. Like Slobodan Milosevic, he realised that there was nothing to compare with the threat of war to marshal a country's people behind its leader.

The crumbling bunkers still litter the countryside, pointing comically in all directions like pale mushrooms, which are a constant reminder of the futility of Hoxha's rule.

Finally, yesterday, someone did invade. Serbian infantry took the border post at Kamenska and torched two towns. And the pillboxes, used for decades as toilets and mangers, proved to be just as useless as Hoxha had always known they would be.

Such helplessness in the face of aggression is one of the reasons the Albanian government last week invited Nato to take over its sea and air ports. Even before the civil unrest of 1997 which brought down the government of Dr Sali Berisha, Albania's military was somewhat toothless. After, when military arsenals had been looted by angry civilians (and sold on to the Kosovo Liberation Army), it was positively moribund.

According to the latest publicly available figures, Albania's rag-tag army boasts 859 battle tanks, 103 armoured personnel carriers and 823 artillery pieces. The Navy has one submarine and 31 patrol boats, and the Air Force has 98 combat aircraft. What the figures do not say, however, is that

much of the hardware dates from the 1960s, is Chinese-built and would not look out of place in a military museum.

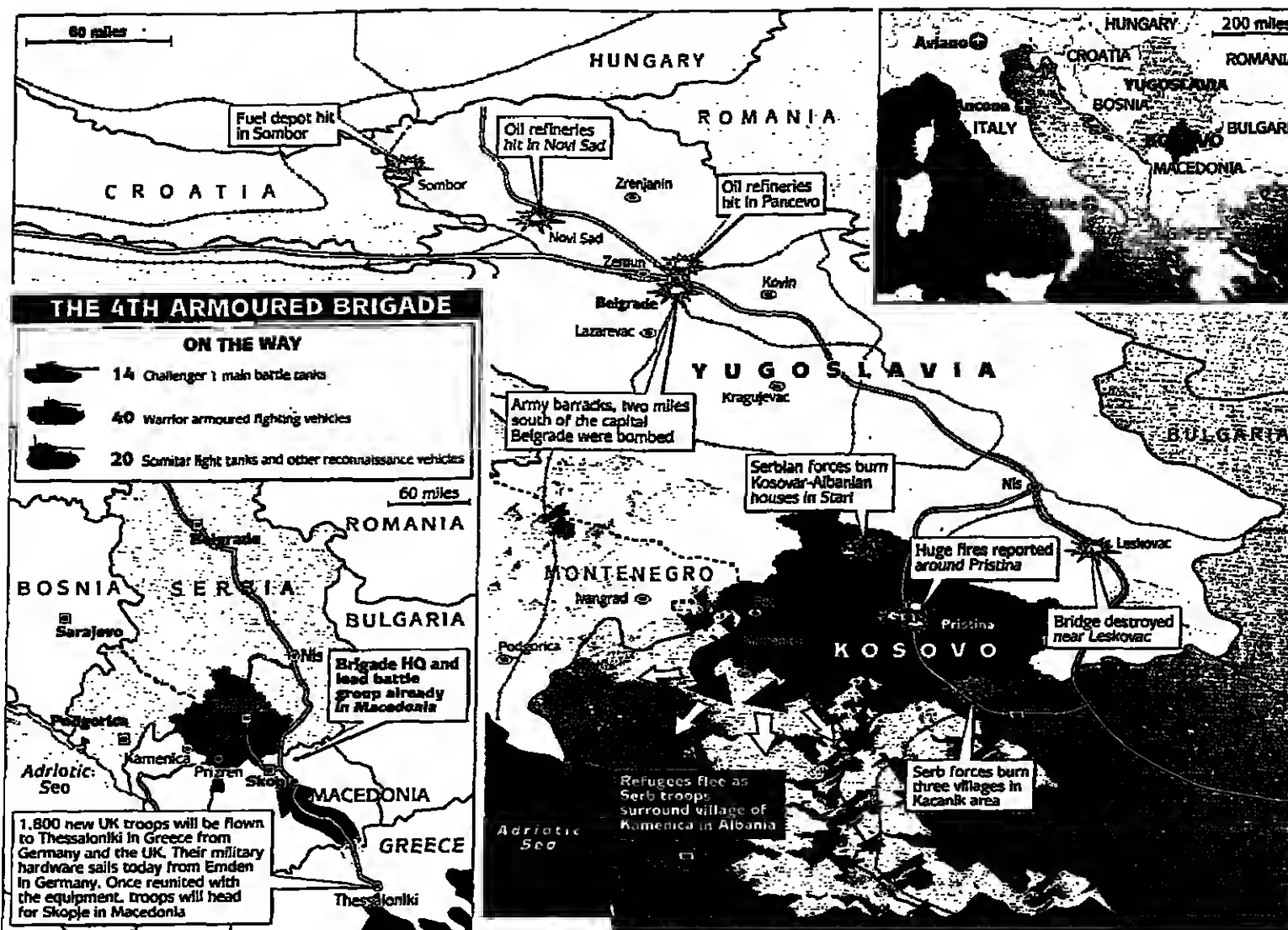
So when news of the incursion reached the people of Tirana, where in the past there would have been fear, there was only anger and indignation. After all, Albania is now becoming Nato's launch pad for any ground action against the Serbs in Kosovo.

"The Serbs are cowards - they would never dare attack us now we are with Nato," said Tazjana Mulka, 35, a shoe shop assistant. "I hate the Serbs and in the past, I would have been scared they would have invaded all the way. But not now."

Yesterday, evidence of Albania's status as Nato's new forward base was beginning to emerge at Durres, the country's main seaport, and at Tirana airport, where a military build-up is gathering pace in tandem with the aid effort.

Until recently, Autumn Daniels from Seattle had no idea where Albania was, much less Kosovo. But here she was, standing in the airport mud, a tiny figure carrying an M60 sub-machine-gun almost as big as she was. "I'm here for the people," she said. "I've seen the pictures of babies crying and families being forced out of their homes and I don't like it. Of course, we've all talked about more serious conflicts, but that's not why we're here right now." All around Airman Daniels, other American, French, Greek, Turkish and Dutch soldiers were busy doing their bit to feed 600,000 in camps all over the region.

But with the presence of "Operation Hawk" personnel preparing the way for the ar-



ival of Apache attack helicopters from America, one could not help feeling that a beach-head was being created for the arrival of less humanitarian equipment. Last Friday, Durres, west of Tirana, was a sleepy harbour for ferries to and from Italy. Yesterday, huge French troop carriers were there, disgorging hundreds of soldiers. Medecins Sans Frontieres, the medical charity, has been complaining for some time that the use of Nato troops at refugee camps, while Nato is bombing Yugoslavia, is compromising the camps' status as neutral places of safety.

At Tirana airport, the lines appeared more blurred than ever. Operating around the clock, its single airstrip had been taking up to 60 transport planes a day. American C-17 Globemasters and C-130 Hercules from Ramstein in Germany accounted for two-thirds of the flights, the rest being operated from other Nato countries.

Once on the ground, the aid is distributed by a fleet of 30 helicopters, including US Navy Sea Stallions and Dutch and Greek H-46 twin-rotor aircraft.

The effort and organisation involved is staggering. Many countries are participating, but this is mainly America's show. And other military equipment is arriving too.

Almost 500 US military personnel are already on the base, building Mash-style tents,

radar and communication systems. They have taken over air traffic control and logistics on the ground. US service personnel have worked unstintingly in cold, wet conditions, and they are rightly proud of their achievements. But the structures being set in place smack

of permanence rather than a swift swoop into an improving situation. Nevertheless, they are delighting the Albanians, who believe their reward will be new roads, airports, communication systems, defence improvements and regional stature. "We have blown it twice

before, allying ourselves with Russia and then with China," said Major Vladimir Ardia, an Albanian MIG-19 fighter pilot. "But now it's Nato. We are sharing our facilities now and later we will be given help to improve our infrastructure. It is wonderful for morale."

As news spread of yesterday's incursions into Albanian territory, the Albanians were more sure than ever that their new partnership was a positive step forward. For Nato's part, it knows that if there were to be a ground war, here would be a good place to land troops.

"We already have an advanced team conducting surveys for the arrival of the Apache helicopters," said Master Sergeant Michael Land, one of the USAF's spokesmen. "Certainly, in the event of an escalation in activity, this airfield would become a very important centre militarily."

It remains to be seen just how big the tiny, muddy airfield outside Tirana will grow over the next few months. In a few years, perhaps, it may even have its own bowling alley and a bar serving Budweiser and Michelob.



An Albanian by one of the Hoxha pillboxes that proved no use yesterday Petr Josef

## TIMETABLE: DAYS 20, 21

**Monday 12 April**  
8pm: Air raid sirens sound in Belgrade, Nis, Kragujevac and Podgorica.  
9pm: Yugoslav news agency Tanjug says third civilian has died in hospital after a Nato missile hit a car on the road between Pristina and Kosovo Polje earlier in the afternoon.

**Tuesday 13 April**  
1.15-1.30am: Four big explosions shake eastern Belgrade close to city centre. Tanjug says the military barracks Vasa Carapic in Belgrade's Banjica district were hit.  
6.35am: Air raid alert in Belgrade ends.  
8.45am: Nato planes hit a Yugoslav army barracks and fuel tanker trucks in Pristina.  
9am: Madeleine Albright meets Russian Foreign Minister, Igor Ivanov, to encourage Russia back into the search for peace in Kosovo.

**Midday:** Italian news agency reports Serbian forces have crossed the Yugoslav-Albanian border and occupied the northern Albanian village of Padesh.  
1pm: Australian Foreign Minister, Alexander Downer, says he has been informed by Yugoslav Foreign Minister that Australian aid workers will be charged with spying.  
3.30pm: Serb forces withdraw from Albanian territory after surrounding the northern village of Kamenska and exchanging fire with Albanian border guards for several hours.  
3.30pm: Yugoslav Foreign Ministry denies allegations that Serb forces entered Albania.  
3.40pm: Blair says Britain will send extra 1,800 troops to help the humanitarian effort.

5pm: Nato says that Slobodan Milosevic now has 23 battalion-size units in Kosovo.

# Serb incursion is a sharp taste of how war could engulf region

# Extra troops could spearhead invasion

THE YUGOSLAV army's incursion into Albania yesterday offers an alarming, albeit brief, taste of how the Kosovo war could quickly engulf neighbouring countries - and bring Serb ground forces into the direct proximity of an ever-increasing number of Nato troops. But it was neither surprising nor given the way this war is developing, especially outrageous.

The deeper fear, that the raid could presage a wider Serb invasion of Albania, for the moment seems unfounded. After three weeks of aerial pounding, the Serb army almost certainly has neither the fuel nor the supplies for such an exercise. To invade, moreover, would bring its tanks and artillery out into the open, exposing it at last to attack by frustrated Nato pilots. But episodes like that of yesterday are almost certain to recur.

Ever since its armed insurgency first became a factor in the crisis some 14 months ago,

the Kosovo Liberation Army (KLA) has enjoyed bases and logistic support across the rugged frontier of Northern Albania. Even a year ago, Serb forces were carrying out 'hot pursuit' cross-border raids to strike at these strongholds and disrupt supply lines.

For their part, the KLA was drawing on the rich source of light weapons constituted by stocks plundered when the central Albanian state self-destructed amid the chaos following the collapse of the country's wealth in half.

But these weapons, ideal for the highly mobile guerrilla war waged by the KLA, were no match for the artillery and armour of the Yugoslav army. So it seems to have proved in the five days' fighting culminating in yesterday's operation, which saw the brief capture and par-

## ANALYSIS BY RUPERT CORNWELL

tial burning of a village half a mile into Albania, and - for the first time - the involvement of Albanian army units as well as border police. In the past, the Albanian army proper has stayed a few miles inland from the border, precisely to avoid "provocations" which could escalate into a full-scale confrontation with the vastly superior Serb forces. This time the scale of the incursion, and the threat to the country's territorial integrity plainly left them no choice.

But there is precious little that Albania on its own can do about it. Even before the virtual collapse of its state - and with it the armed forces - two years ago, the country was the poorest in Europe, with a per capita GDP of under \$4,000 (£2,500). Since then a fragile stability has been restored under the Prime Minister, Pandeli Majko. But

tribal factors mean the government's writ barely runs to the north of the country, and even if it did, the army's strength is reckoned to be 10,000 at best, compared with the estimated 40,000-strong Yugoslav army and Serb security forces in and around Kosovo. If Tirana wants military protection, it will have to look to Nato for it - indeed that is precisely what is happening.

After last weekend's announcement that Albania's entire military infrastructure, such as it is, is being placed under the control of the alliance, the country is in reality little more than a Nato protectorate. The official, and for the time being genuine, reason is only a Western takeover on this scale can tackle the humanitarian crisis posed by the 300,000 or more Kosovo refugees on its territory. But the

upshot is that Albania is in a state of undeclared war with Belgrade. What is more, President Milosevic knows that any Nato ground invasion of Kosovo would now come from Albania rather than Macedonia. For that reason, analysts reckon, he may be seeking to push the KLA units back from the border while he builds up ground defences against a Nato attack.

But the Serb incursion poses a subtler threat. Throughout the Kosovo crisis, for all the ties of blood and culture, Albania has tried to avoid stoking the fires of "greater Albania," embracing all or most of Kosovo where Albanians until lately constituted 90 per cent of the population, and a slice of Western Macedonia, where ethnic Albanians are strongly represented. The very notion alarms all Slav populations of the region. More fighting could light the fuse of a wider, generalised conflict between Slavs and Albanians in the central Balkans.

## MILITARY PRESENCE BY JOHN DAVISON

THE EXTRA 1,800 British troops being sent to Macedonia will double the number of frontline soldiers on the ground and bring the Army's presence there to full armoured brigade strength. This is a potent, self-supporting formation that could provide the perfect spearhead to an invasion of Kosovo. But it may not be fully in place for a month and would require huge back-up from other nation's forces before becoming a credible threat.

The deployment features a squadron of 14 Challenger 1 main battle tanks from the King's Royal Hussars, two companies of armoured infantry with 40 Warrior fighting vehicles from the Irish Guards and the Green Howards, six AS-90 155mm self propelled guns from 4 Regiment Royal Artillery, with combat Royal Engineers and other support

units. These represent a second battle group from 4 Armoured Brigade (the "Black Rats") based in Osnabrück, Germany. They will join the brigade's tactical headquarters, which is already in Macedonia, and its lead battle group, which is currently deployed on the frontier with Kosovo.

Support engineers and an Irish Guards reconnaissance group will leave by ship today from Emden in northern Germany, while the heavy armour will embark on Friday. The troops will be dispatched to join their equipment when it arrives at Thessaloniki in Greece about 10 days later.

Units deploying from Britain include 20 light reconnaissance vehicles from the Household Cavalry Regiment, based at Windsor and 10 DROPS logistic support vehicles from Caterick in North Yorkshire. In all, the new troops will bring the total deployment in Macedonia and Greece to 6,300.

Once fully assembled, the brigade will be able to train effectively together for the first time since it was placed on alert in February. The lead battle group has been in Macedonia since the end of the first set of Rambouillet peace talks, and the second battle group has been on 72 hours' notice to move ever since.

Defence sources say it will be 20 to 30 days before the new troops and their equipment are fully operational. Given that this is supposed to be the backbone of a peace-keeping or protection force, the time scale gives a strong indication of how long both the Government and Nato commanders think that the air campaign will have to continue before any deal can be done.

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# Sir Angus Paton

ANGUS PATON was one of the most able civil engineers of the modern era, and largely responsible for leading the trend of exporting British technical expertise around the world.

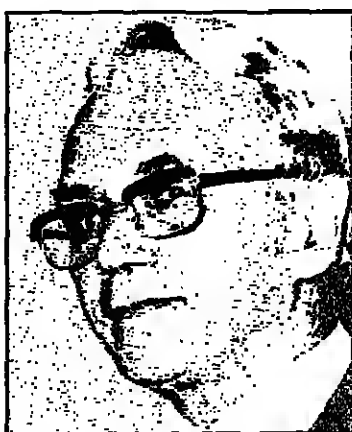
During his 22 years as senior partner at Sir Alexander Gibb & Partners, the distinguished British consulting firm founded by his uncle, he transformed the business from a largely home-based firm with 400 staff to an international organisation with over 1,500 engineers working in 63 different countries.

The pinnacle of Paton's global construction career was the construction of the vast Kariba dam and hydroelectric power station on the River Zambesi in southern Africa. Described by Paton as the "highlight of my professional career", the difficult Kariba project was completed in 1960, on time and within its £75m budget, and he was appointed CMG.

It was this project and the reputation Paton and his team gained during its execution that led to the firm's involvement in many of the biggest dam construction projects around the world over the next two decades. These included schemes in the Sudan, Argentina, South Africa and two large dams, the Mangla and Tarbela, in Pakistan.

Born in the Channel Island of Jersey in 1906, Paton spent the first two years of his school life, until the age of seven and a half, in France. He then transferred to the mainland to complete his education at Cheltenham College. It was at Cheltenham that his love for mathematics and engineering was developed. The combination of an excellent mathematics teacher, a good memory and being "not much good at games" meant that he excelled at school and at 17 won a scholarship to University College London. He graduated with a first class BSc honours degree in civil engineering three years later.

Civil engineering was in his blood, through his uncle Sir Alexander Gibb. Paton spent the first three years of his career, from 1925, under Gibb's tutelage at his firm of con-



The Kariba dam was completed in 1960. Paton described it as the highlight of his career

sulting engineers. He went on to work on a variety of projects on site in the UK and abroad, notably maritime ones in Burma and Canada.

In 1934, two years after his marriage, Paton took on his biggest task thus far, acting as Resident Engineer in charge of the construction of the new Guinness brewery in Park Royal, north-west London. This £2m project included seven large steel-framed buildings, a power station, storage silo, roads and railway sidings. Beer still flows from these premises today. The success of his work on the Guinness plant led to Paton's becoming a partner of the firm in 1938.

In the office Paton was renowned for his problem-solving ability. His colleagues were aware - and often in awe of the fact - that he was capable of doing "any job, quicker and better than anyone else". His

depth of knowledge across disciplines allowed him to become involved with all aspects of contracts from design and construction to financial and legal. His vast knowledge, combined with a direct manner and piercing gaze, could put those around him from office junior to senior clients in their guard.

As a partner he took charge of many large UK-based industrial and trading estate developments in Wales, West Cumberland and London. At the outbreak of the Second World War he became a central figure in the British engineering war effort designing and constructing ordnance factories, underground aircraft assembly plants and a new turbine factory for British Thomson-Houston Co.

During the war, Sir Alexander Gibb & Partners secured a huge number of government contracts, causing their work force to leap by over 2,000 in a couple of weeks in September 1939. Paton was a key member of the team and his work included supervising construction of some of the massive concrete sections of the Mulberry Harbour scheme in the London Docks.

After the war Paton continued to work for the company, now with Sir Alexander Gibb's son Alastair at the helm. He spent the next 10 years developing the business overseas and upon Alastair Gibb's sudden death in a polo accident, took over as senior partner in 1955.

The appointment coincided with Paton taking charge of the Kariba dam and hydroelectric power scheme on the Zambia-Zimbabwe border. This difficult project would see the construction of a 420ft-high double curvature arch dam - the biggest ever constructed - and a 600MW underground power station in a remote location 175 miles downstream from the Victoria Falls.

Working in partnership with the French dam-design expert André Coyne, Paton led the overall design of the project and the supervision of construction work by the Italian main



The Kariba project on the River Zambesi. Dam-construction commissions world-wide followed

contractor Impresit. Despite suffering some of the worst flooding on record halfway through the job it was completed on time and to budget.

The project acted as a springboard for Sir Alexander Gibb & Partners to win some of the biggest civil engineering contracts around the world. Paton continued to encourage the firm's expansion overseas and as the flow of work continued the size of the business grew. One of the highest of these projects was to advise the World Bank during the construction of the massive and highly complex Tarbela dam in Pakistan.

In addition to his engineering responsibilities, Paton took an active interest in the profession as a whole - perhaps more so following the untimely death of his wife in 1964. He was elected a Fellow of the Royal Society in 1969 and was President of the

Institution of Civil Engineers in 1970-71. He continually pressed engineers around him to open their minds to other disciplines.

He published many learned papers on a variety of civil engineering issues and a book entitled *Power from Water* (1960), and he put much effort into pressing the industry and its clients to spend more money on valuable research and development; he was also central to the formation of the government-backed Construction Industry Research and Information Association.

In 1973 he was knighted for services to the construction profession and in 1976 was a founding Fellow of the Fellowship of Engineering - later renamed the Royal Academy of Engineering. In 1977 and 1978 he was one of the practising engineers to be appointed vice-president

of the Royal Society. He retired from Sir Alexander Gibb & Partners in 1977, though remaining a consultant.

His last two decades were spent in Jersey but he remained, until recently, in close contact with the profession and his former colleagues, retaining the sharp analytical mind and clear process of thought for which he was known throughout a distinguished career.

ANTHONY OLIVER

Thomas Angus Lyall Paton, civil engineer; born Grouville, Jersey 10 May 1906; partner, Sir Alexander Gibb & Partners 1938-55, senior partner 1955-77, senior consultant 1977-84; CMG 1960; FRS 1969; FIC 1973; married 1932 Joan Delmé-Murray (died 1964; two sons, two daughters); died St Helier, Jersey 7 April 1999.

# Lt-Gen Sir Ian Harris

IAN HARRIS commanded the 2nd Battalion, the Royal Ulster Rifles (RUR) on D-Day 1944 and led them with considerable courage through some of the fiercest fighting in the months that followed. He had trained his men particularly well, knitting them into a close fraternity and inspiring in them an admiration and respect for him and faith in his leadership. As a consequence morale seldom faltered in his battalion and as one of his officers who fought alongside him was to recall, "we took our victories and our wounds as if they were everyday occurrences".

"Tommy" Harris led a skilful attack on Caen and his battalion led the Allied Armies' thrust into Caen on 9 July 1944 where after a tough fight they later celebrated with the Canadians and the liberated population. For the next six months the battalion was seldom out of action, with a difficult assault crossing of the Meuse-Escaut Canal and further winter battles in Holland, in particular at Wassum where casualties were high.

Harris was one of six brothers and three sisters, and spent his early life on his father's stud farm in Co Tipperary. Educated at Portora Royal School in Enniskillen, he was commissioned into the Royal Ulster Rifles in 1930. He joined the First Battalion in Belfast and it was during a boxing match there that a spectator called out "Come on, Tommy" to encourage him. The name stuck. Before the outbreak of the Second World War he enjoyed the life of a young subaltern with postings in the Sudan, Palestine, Egypt and Hong Kong, where he became Adjutant, while from 1937 to 1939 he was on the North West Frontier. He was a natural horseman and excelled at polo.

He returned to the UK when war broke out and held a series of staff appointments before being given command of the 2nd Battalion which he left in the battlefields of Holland at the end of December 1944.

From the bleak Dutch winter he was flown to India to become GSO 1 of 25 Indian Division in its tortuous advance down the Arakan coast in Burma. He was then sent to 7 Indian Division in its re-occupation of Malaya and remained in India to see through its independence. On his return to the UK he attended Junior Service Staff College before becoming AQMG Scottish Command until 1951.

In May that year he returned to his native Ulster to take command of 6 RUR (TA) before becoming Chief of Staff HQ Northern Ireland. Three years later he returned to the Malayan jungle to command the 1st Federal Infantry Brigade in searching out and destroying Communist terrorists. Through constant and intensive patrolling, gradually the terrorists were denied success.

On his return to the UK he was appointed Deputy Director of Staff Duties in the War Office, where he was responsible for executive deployment of the Army throughout the world. In 1960 he became GOC Singapore and District and in 1963 he became Chief of Staff Contingencies Planning at SHAPE in Paris where he was in charge of Nato plans for dealing with the Russian threat to occupy West Berlin. Aware of his impending retirement, with his wife he bought some land in the South of France. His last military appointment was one he delighted in, for he became GOC Northern Ireland. Sadly by the time of his retirement from the Army in 1969, an ever-darkening shadow was enveloping the province.

As Regimental Colonel of the RUR he became deeply involved with the amalgamation of the three regiments that went to form the Royal Irish Rangers, steering it through with a combination of steely tenacity and charm, and becoming Regimental Colonel from 1968 to 1972.

On his retirement he became Chairman of the British Support Committee for the Memorial Museum at Caen, as well as being made an honorary citizen. He returned to his family partnership and management of the Ballykissane Stud. He became Chairman (1977-79) and President (1984-88) of the Irish Bloodstock Breeders' Association.

Tommy Harris never forgot those who served with him, and along with his wife, who had great flair and organisational skills at fundraising, continued to work for the welfare of his former troops. He was a man of great humour and had a vast reservoir of kindness and warmth.

MAX ARTHUR

Ian Cecil ("Tommy") Harris, soldier and bloodstock breeder; born Grouville, Co Tipperary 7 July 1918; DSO 1945; Chief of Staff, Northern Ireland 1952-54; Commander 1st Federal Infantry Brigade, Malaya 1954-57; Deputy Director of Staff Duties, War Office 1957-60; CBE 1958, KBE 1967; GOC Singapore 1960-63; CB 1962; Chief of Staff Contingencies Planning, SHAPE 1963-66; GOC-in-C, GOC NI Command 1966-69; married 1945 Anne-Marie Desmoutreux (one son, and one son deceased); died Dublin 12 March 1989.

# Professor Peter Self

PETER SELF had four careers - as journalist, as university teacher of planning, as planning policy-maker and finally, in Australia, as teacher and government adviser - though he had the intellect and tenacity to have pursued many more.

It is no criticism, indeed it is a compliment, to say that he had an old-fashioned British academic style. He was a traditional liberal; he instinctively distrusted grand theory, preferring to trust common sense. That caused him to question both the planning orthodoxies of the 1960s and the anti-planning ideologies of the 1980s.

He loved argument, whether with a cabinet minister or a student, but conducted it always in the style of liberal discourse that came naturally to him. Slowly, quietly, in his very personal questioning tone, he would advance a proposition, expecting to be challenged or qualified, restating and refining his own position.

Born in London in 1919, into a comfortable middle-class family, he had a conventional education at Lancing College and then Balliol College, Oxford, where he read Philosophy, Politics and Economics.

Graduating after Dunkirk, he characteristically and courageously became a conscientious objector.



Self: common sense

In 1944 he began his first career, as a journalist and member of the editorial team at *The Economist*, where he continued until 1962. But that year, 1944 - a time of huge excitement about post-war reconstruction, with the publication of the two great Abercrombie plans for London - he also began extramural teaching for London University.

In 1948 Professor William Robson, whose 1939 book *The Government and Misgovernment of London* had provided the blueprint for the Greater London Council, brought

him to the LSE, and his second career began.

This was the time of the post-war new towns and the 1947 Planning Act. Returning to power in 1951, the Conservatives set the private builders free but sought to contain the growth of the cities, and showed little enthusiasm for new towns. The birth-rate unexpectedly rose from 1955, just as slum clearance began again in earnest; something had to give. Self's first book, *Cities in Flood*, published in 1957, had huge journalistic verve and instantly established his reputation as the country's leading academic expert on planning questions - albeit operating outside the then Town Planning Institute (which, however, later gave him honorary membership).

Thus established in his third career, in the 1960s he progressed in his second: elevated to Reader (1961) and Professor (1963) at the LSE, in 1966 he helped launch one of the so-called new planning courses, the MSc in Regional and Urban Planning Studies, which continues today. An obvious choice to join the South East Regional Economic Planning Council in 1966, he achieved the distinction of sitting on it continuously until Michael Heseltine dissolved it in 1979. He prepared and gave evidence to the Roskill Commission on

a reluctant Conservative administration, the return of Labour in 1964, and the first great experiment in regional planning in the UK.

The TCPA commanded immense respect because of its constant advocacy of planned urban dispersal, and chairmanship involved regular advocacy before ministers, accompanied by successive directors: first Wyndham Thomas, who left to manage Peterborough New Town, and then, from 1967, David Hall. This political rough-and-tumble did not come naturally, but Self entered into the spirit of it, and his powerful intellectual gifts proved fully a match for the Socratic style of Richard Crossman, then Minister for Housing and Local Government.

Thus established in his third career, in the 1960s he progressed in his second: elevated to Reader (1961) and Professor (1963) at the LSE, in 1966 he helped launch one of the so-called new planning courses, the MSc in Regional and Urban Planning Studies, which continues today. An obvious choice to join the South East Regional Economic Planning Council in 1966, he achieved the distinction of sitting on it continuously until Michael Heseltine dissolved it in 1979. He prepared and gave evidence to the Roskill Commission on

the Third London Airport, and this led him to write a devastating attack on the use of cost-benefit analysis in planning, *Economics and the Policy Process* (1976) - a turning-point in British planning theory and practice.

He took early retirement in 1982, aged 63, and - after a few doubts and hesitations - embarked on his fourth career as an academic in Australia, as Senior Research Fellow (1982-84) and then Visiting Fellow (until his death) at the Australian National University in Canberra. Here he joined leading Australian academics like Max Neutze and Patrick Troy to make up one of the outstanding urban research units in the world, where he played a hugely stimulating role.

The move gave him a new lease of academic productivity, with three major books, *Planning the Urban Region* (1982), *Political Theories of Modern Government* (1985) and *Government by the Market?* (1993). He finished his last book, *Rolling Back the Market: economic dogma and political choice*, only five weeks before his death, from liver cancer; it will be published by Macmillan in November.

Soon after his arrival, the Hawke government asked him to chair a major inquiry into Australian local government finance (1984-85). Self

showed amazing ability not only to grasp the technical complexities but also the impacts on the ordinary person in the Sydney suburb, and his report was widely commended.

Self's old-fashioned British academic style, which he shared with many of his peers, was one of the finest achievements of the educational system that reared him and that he served with such distinction. As grand and often nonsensical theory has overcome much of academia, we have lost much of such style, and with the death of Peter Self we realise how much we have lost.

PETER HALL

Peter John Otter Self, journalist, town planner and political scientist; born London 7 June 1919; Lecturer in Public Administration, London School of Economics 1948-61, Reader in Political Science 1961-63; Professor of Public Administration, London University 1963-82 (Emeritus); Senior Research Fellow, Australian National University 1982-84; Visiting Fellow 1984-99; married 1950 Diana Pitt (marriage dissolved); 1959 Elaine Adams (nee Rosenbloom, two sons; marriage dissolved); 1981 Sandra Gough (nee Moissetwitsch, died 1996); died Canberra 29 March 1999.

# Colin Manley

"COLIN MANLEY was brilliant," Paul McCartney said during an interview on BBC Radio Merseyside in 1988. "He was the finest guitarist around Liverpool in the early 1960s and he could do all that Chet Atkins stuff with two fingers. A lot of the lads tried to play like that, but only Colin could do it really well."

McCartney knew Manley from their schooldays together at Liverpool Institute. While Paul and George Harrison became Beatles, Colin Manley and his schoolfriend, Don Andrew, formed the Remo Four. Manley later recalled: "Paul left school in 1959 and would not consider any other job but playing music. Don and I went after jobs right away and it was only after a couple of years that we decided to pack it in. Paul didn't think like that at all - he wanted to play and that was it."

With the vocalist and guitarist Keith Stokes and the drummer Harry Prytherch, the Remos played around dance-halls and clubs on Merseyside. They are particularly re-

membered for their instrumentals and their green suits with shocking pink linings. Many Cavedwellers recall the Remo Four outclassing the Shadows one night in 1961 at the Cavern. "I can't dispute that," says Hank Marvin. "We had a bad night. The Remo Four were excellent and a far better proposition than us."

Manley was always experimenting with his sound. In 1959 he ordered a Rigsby tremolo arm from America which he attached to his Hofner Committee guitar in order to emulate Duane Eddy's twangy guitar. A year later he was entranced by the wah-wah effects on Chet Atkins's "Boo Boo Stick Beat" and ordered a DeArmond foot-pedal. With these accoutrements he could emulate an orchestra playing "The James Bond Theme".

In 1963 the Remo Four went fully professional for a tour of US airbases in France. The line-up changed to Manley, Andrew, Phil Rogers and Roy Dyke with two vocalists, Johnny Sandon (who left the Searchers to join them) and Ellen Bee, who got

engaged to six servicemen during the group's six months away.

By the time they returned to the UK, the Beatles were becoming known nationally and the Remo Four quickly secured a contract with Pye Records. Manley played his new Fender Jaguar on "Lies" (1963), which he also wrote. He used the wah-wah footpedal on the B-side, "On the Horizon" - the first British record with this effect; it was followed by the Beatles' "I Need You".

The Remo Four were signed to Brian Epstein's NEMS organisation, working as backing musicians for Cilla Black and others. With Tommy Quickly they made the Top Thirty with "The Wild Side of Life" in 1964. Manley said of this period:

"We used to go on with Tommy for a short spot just before the Beatles. We couldn't hear the music we were playing because the fans were in such a frenzy. They made almost the same noise for Tommy as they did for the Beatles. I could have played in a different key to everybody else and nobody would have noticed. John Lennon let me use his 12-string

Rickenbacker for the introduction to "The Wild Side of Life". When we finished our spot, we'd come off and I'd give it back to him. I could tell by the look on his face that it was all too much for him. It was like being in the bird house of a zoo, greatly amplified.

Also in 1964, the Remo Four released a blistering version of "Peter Gunn". Duane Eddy commented, "It's absolutely wild and I loved it. It takes guts to play it without a sax." Don Andrew left the Remo Four in 1965, and then the group were obliged to leave on tour. Manley recalled, "NEMS was well-organised by show-business standards. We had itineraries and wage packets and hotels were booked for us. After a couple of years, NEMS told us that we owed them some enormous sum of money - and we also owed back taxes. The only answer was to go to Germany to work it off."

Manley, Rogers and Dyke were joined by a keyboard player, Tony Ashton. They were very successful and experimented with extended jazz pieces at the Star-Club. Their jazz-rock album, *Smile* (1966), was ahead of its time and it was in Ger-

many that Manley discovered what could be described as "rock 'n' roll": "The Arbeitsamt was a government service which would arrange gigs for us. There was no middleman and tax was deducted at source. It was terrific." They returned to the UK in 1967 and were produced by George Harrison for the soundtrack of the film *Wonderwall* (1968). In 1968 a fine, unreleased track from the sessions, "In the First Place", was found and issued.

The Remo Four broke up with the advent of a splinter group, Ashton, Gardner and Dyke, who had a Top Ten hit with "The Resurrection Shuffle" (1973). Manley found work as a Dakota for Billy J. Kramer and a Blue Flame for George Farnham and spent some years with Clodagh Rodgers and then Freddie Starr.

For the past 15 years, he was a member of another 1960s Liverpool band, the Swinging Blue Jeans, who showcased his guitar wizardry. In 1992, he played a sensational version of "Sleepwalk" at a Remo Four reunion in Liverpool. In recent years,



Manley: wizardry Redferns

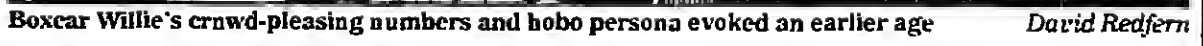
he had made a supreme effort to shed weight. The Blue Jeans' lead singer, Ray Ennis, commented, "He's leaving us inch by inch." Although very ill from cancer, he was able to see his daughter, Julia, performing recently in the musical *Smookey Joe's Cafe*.

SPENCER LEIGH

Colin William Manley, guitarist; born Liverpool 16 April 1942; married (one son, one daughter); died Liverpool 9 April 1999.



# Boxcar Willie



tiche and a over-readiness to resort to cover versions which marked the poorest of Boxcar Willie's work. He continued to record but his albums, including *Falling in Love* (1988) and *The Spirit of America* (1991), were met with both critical and commercial indifference.

In 1987 he moved to Branson, Missouri, a small town in the Ozarks, which subsequently became something of an entertainment Mecca. Millions now flock annually to watch family-oriented shows by performers like Andy Williams, the Osmonds, Ray Stevens and Roy Clark. "Boxie" proved one of the town's most durable and popular stars, often performing six or more shows a week in his own dinner-theatre.

PAUL WADEY

*Lecil Travis Martin* (Borcar Willie), country singer and songwriter; born Sterrett, Texas 1 September 1931; married 12 daughters; died Branson, Missouri 12 April 1999

## PHILIP GATTER

# The plague has ended. After Aids, what next?

new combination antiviral therapies offer the possibility of its becoming a chronic rather than fatal syndrome. Andrew Sullivan has confidently, though controversially, declared that Aids, in the specific sense of a plague, has ended.

Questions remain. The efficacy of the new therapies in perpetuity is not proven (they've only been available since 1996). There is evidence of a rise in the rate of new HIV infections among young gay men. In America, and now here, there is concern over the phenomenon of "barebacking" (unprotected penetrative sex among gay men at sex-on-premises clubs). We are, none the less, at the end of a distinct historical moment.

What might follow? We fear new disease agents, such as prions (the cause of human variant CJD). These may present risks, but they cannot carry the symbolic load Aids had. Aids specifically - and most strongly in the West) linked despised sexuality with disease and death. Awfully, it linked a perceived decay, and decadence, of modern society with cults. Such a specific set of associations is, statistically speaking, unlikely to recur. The risk, thankfully, is small.

*Dr Philip Götter is the author of 'Identity and Sexuality: Aids in Britain in the 1990s' (Cassell, 15 April, £15)*

# DGE

HURON

Game all; dealer South

	North	
	♠ 9 7 ♥ 3 2 ♦ Q 6 3 2 ♣ A K 10 9	
West		East
♠ A J 10 8 5 ♥ J 10 7 4 ♦ 8 5 ♣ 7 6 5		♠ 6 5 2 ♥ A 9 8 ♦ K J 7 4 ♣ Q 4 2
	South	
	♠ K Q 4 ♥ K Q 6 5 ♦ A 10 9 ♣ J 8 3	

nine. If East goes in with ♠J, South comes to three diamond tricks and does not need the clubs. If East plays low, South wins and, with an extra diamond trick, South can develop club safety through if a club finesse was now, it should not be repeated in case East has cunningly allowed ♠J to win. The spade tricks should be developed. If the finesse of ♠A loses to the jack, South falls back on the club finesse.

## Regulatory functions not chargeable

14 APRIL 1999

Lord Slynn said that there was a difference in the wording of the 1994 Act, which referred to a "taxable supply made by a taxable person", the course of furtherance of any business carried on by him", and that the Directive, which referred to the supply of services "effected for a consideration to a taxable person", a "taxable person" being a person who carried out any economic activity including "the activities of the professions".

The Act had, so far as possible, to be construed so as to give effect to the Directive and so far as the Directive was concerned, the European Court of Justice had made clear that it was not enough merely to point to the fact that there was a supply of services in return for a monetary payment and some loose economic connection, but that the activities must be of "economic character".

In the present case, the statute was carrying out on the

Free suits	Game
Any to de	:

Game all; dealer South			
North		East	
♠A 9 7		♠6 5 2	
♥3 2		♥A 9 8	
♦Q 6 3 2		♦K J 7 4	
♣AK 10 9		♣Q 4 2	
West		South	
♠A 10 8 5		♠K Q 4	
♥J 10 7 4		♥K Q 6 5	
♦8 5		♦A 10 9	
♣7 6 5		♣J 8 3	

CHRISTOPHER  
HAWTREE  
scuttlebutt. n.

but similar to the French *ecouteille*, hatchway. On deck it held fresh water. In crossing the Atlantic, however, it gained a new connotation—gossip exchanged over the *scuttlebutt*, akin to chat by the picklebarrow. We can perhaps anticipate a time when Ewatch trusts a service of monitoring any subversive water-cooler?



# You ask the questions

(Such as: Ian Botham, are you walking the London Marathon because you are not fit enough to run it?)

**I**an Botham was born in 1955 in Heswall, Cheshire. He made his Test debut in 1977 and is famous for his match-winning performances in the 1981 Ashes series. He captained England in 1980. This autumn he will walk from John O'Groats to Land's End to raise money for the Leukaemia Research Fund (0171-405 0101 for donations). As preparation he will speed-walk the London Marathon on Sunday.

**Who do you think is currently the world's best all-rounder?**  
*David Hasell, Thames Ditton*  
There aren't many good all-rounders nowadays, but I think Steve Waugh is probably the best in the world. He is howling again after injury and he is definitely the world's number one with the bat. Sean Pollock also has the potential to be the world's best all-rounder. His cricket gets better week by week.

**Do you think that the introduction of two leagues in county cricket will produce better results at international level?**  
*Susan Nicholls, Birmingham*  
I certainly do. And I think it is something that's long overdue if we are to improve our game. It should have happened 12 years ago.

**Lennox Lewis described you as one of his sporting heroes. Who is your greatest hero, and why?**  
*Patrick Lark, London SE11*  
Jack Nicklaus. To achieve what he has done is amazing. He is the greatest golfer of all time.

**Please recommend a red wine under £20.**  
*K Quinn, Kingston upon Thames*  
A Geoff Merrill cabernet from Australia, or a Spanish Rioja.

**I find cricket a very boring game to watch. How would you convert me so that I found it more fun?**  
*Sarah Tusker, Chatham*

**I would try to educate you in the rules of the game. Most people who don't enjoy cricket don't understand how it is played.**



**Do you think your son, Liam, chose to play rugby as he couldn't compete with you in cricket?**  
*Mrs Alison Wilson, Reading*  
It's not a question of whether Liam can compete with me or not. He would not have been given the chance by the British media to succeed in cricket, as he would always have been compared to me. It has happened to lots of other sporting fathers and their sons. I am glad he has chosen to play rugby and he is doing very well at it.

**What do you think are your best and your worst characteristics?**  
*Ian Littler, Watford*  
I don't suffer fools very well. I'm bas-

**ically intolerant. But I think that I can be very generous, which is probably my best characteristic.**

**You once said something to the effect that cricket saved you from**

**a life of crime. Do you still feel that this was the case? If so, what would your crime have been?**

*KM Thomson, Basingstoke*  
I think it was probably a figure of speech and not meant seriously. I

**don't think I would have turned to crime had I not played cricket. I would have played football instead.**

**Do you ever deliberately go out of your way to irritate people?**  
*Nicola Yates, Coventry*  
Yes I do, if I think they deserve it.

**Now Bob Woolmer's contract with South Africa is up, do you think he is the man to replace David Lloyd as England manager?**  
*Susan Nicholls, Birmingham*  
Absolutely. He's the first person I would approach.

**What would you do if you found that your son was living up to your**

**reputation when you were young?**  
*Harry Foulger, Ipswich*  
I'd say he was having a great time.

**Who was the best you played against in your Test career?**  
*K Quinn, Kingston upon Thames*  
Viv Richards. He's arguably the best player that ever lived.

**Why have you chosen to support the Leukaemia Research Fund?**  
*Zoe Stephens, Weymouth*  
My involvement began about 15 years ago, when I was visiting children in a hospital in Taunton. Some of the children only had a short time to live. Nothing quite prepares you for sitting down with a child you know is going to die. It makes you think of your own children and how you might cope with such a devastating loss. There is a feeling of utter helplessness. But then I realised there was something I could do: I could raise money for research.

**What was your wife's reaction to your book, *Don't Tell Cath*. Do you have many secrets from her?**  
*Caroline Morris, Wiltshire*  
It was Cath's idea to write the book. We don't have any secrets from each other. I asked her to proof-read my book, chapter by chapter.

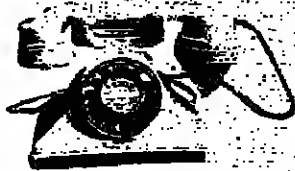
**Do you see Phil Tufnell as the bad boy of cricket nowadays?**  
*Jeffrey Duckett, Derby*  
I think Tufnell is a talent that has not been fulfilled to potential. I think it was a major mistake not taking him to Australia this winter. He's the best left-arm spinner in the country.

**Are you walking the London Marathon because you are not fit enough to run it?**  
*Bob Threacher, Norwich*  
If you would like to join me to walk for five hours at five miles an hour you are very welcome.

**What job would you ideally like to have in the English cricket establishment?**  
That's a hypothetical question as I have a long-term contract with Sky TV. I would like to get more involved with selection of teams, though.

## THE IRRITATIONS OF MODERN LIFE

37. BT CALL MINDER BY JAMES MCNAIR



**CALL MINDER.** Two little words which conjure up an image of a beneficent helper who polices your incoming calls with conscientious rigour. In theory, BT's digital answering service should provide easy access to your messages via one-word verbal cues. The truth, I've found, is that the virtual secretary who mans this service is a fickle person whose ears need syringing. "You have two messages," would you like to hear them," she intones with antiseptic coolness. I would, of course, so I pronounce the requisite "yes", taking care to enunciate clearly. (Over-sibilant consonants can play havoc.) "Message received at 15.21 today," she continues. "Would you like to play that message?"

I split another "Yes", and there's a pregnant pause, four or five seconds of ambient crackle which I've come to associate with cobweb-blasting synapses in Ms Minder's pea-sized brain. "You have now reviewed your call options," she eventually states, ignoring my request.

I think it might be my accent. I've noticed that she seems to get on well enough with my English flatmate. My own more guttural, Scottish tones seem to bring out the political prisoner in her.

Recently, while away, I tried to access my messages using our unique four-digit Call Minder code. We'd recently been given a new code for security purposes, and when I tried to check in using the old one, I was denied access. On my return, Call Minder informed me that someone had tried to pick up our messages using the wrong code. "That'll be me," I thought. I suppose I should have been grateful, but something in the smugness of her tone annoyed me.

## NEXT WEEK

KENNETH CLARKE, FOLLOWED BY DAVID BAILEY



SEND QUESTIONS for the Tory Europhile Kenneth Clarke and fashion photographer David Bailey to: You Ask the Questions, Features, The Independent, 1 Canada Square, London E14 5DL (fax 0171-293 2182, or e-mail yourquestions@independent.co.uk), by 12 noon on Friday 16 April



What would you do if you found that your son was living up to your

## For richer and richer

Modern marriage is supposed to be a match of equals, so how come rich wives are scheming to take the money and run? By Hettie Judah

IN THE world of increasingly equal opportunities, if you want to have a really spectacular divorce you're still better off going to Belgravia. The super-rich hitches' fascination with the marital departure lounge is hardly surprising, given that it is a drama almost totally concerned with the one thing that gives them identity and importance: a-a-s-h.

This month *Harpers & Queen*, the parish magazine for the Knightsbridge set, has published a set of instructions lovingly detailing how the adoring spouse can best prepare to screw her husband for every penny he has, should he ever stray from the leash. Suggestions provided by a top divorce lawyer include:

1. Live as expensively as possible; your settlement will depend on the standard of life to which you have become accustomed.
2. Photocopy any document you can get your hands on, particularly if it is of tax interest.
3. Track his movements next time you visit Geneva; knowing the banks he visits will help you track down his assets later on.
4. Consider "forum shopping", basing yourself in a country whose legal system is sympathetic to the kind of settlement you hope to win.
5. Coerce your husband into giving you a lump sum, which you can then set aside, the better to fund your divorce later if you have no independent assets with which to hire a legal Rottweiler.
6. Hold a "beauty parade": set up a series of meetings with top divorce lawyers. Once you have paid for their time, confidentiality clauses will prevent them from being able to represent your spouse.

All charming stuff, particularly bearing in mind that this plan of action is to be set in motion before your husband has even started slaving over the hired help or entertaining



Andre and Brooke: did they budget for a split? AP

your best friend to breakfast. To illustrate the necessity of subterfuge, *Harpers* cites the example of Victoria, former wife of Earl Spencer, who is suing her previous legal firm for negligence. She is claiming that had she sued for divorce in England instead of Cape Town, she could have won a considerably larger settlement. *Le beau monde* is also shuddering at the ordeals of Jerry Hall, who approached her divorce so under-prepared that Mick Jagger even managed to cast doubt on whether they were married at all.

These two women are ex-

ceptional cases, both of whom suffered considerable psychological torment. It is all very well advising them after the act, but it is obvious that neither woman indulged in cynical subterfuge precisely because they were trying to make their marriages work, and they should be applauded for it, however ill-advised their actions may seem in retrospect.

Given the brevity of the marriage between Andre Agassi and Brooke Shields, even though the couple maintain that they are still good friends, it is not impossible that some form of prenuptial divorce

preparation took place. That *Harpers & Queen* magazine should consider printing such advice casts the role of modern marriage into confusion. The obedience of Sophie Rhys-Jones aside, the whole Mr and Mrs game is now generally seen as a proper working partnership. Perhaps stimulated by the debate over the special financial needs of single mothers, attitudes toward old-fashioned gender roles have relaxed somewhat in the last few years, and now looking after children, running the home, and oiling the wheels of a spouse's career are again seen as an acceptable life choice for a wife or husband. And God forbid anyone who accuses you of not working.

But if marriage is to be conducted as a business partnership, it seems insane for one of the partners to be investing his or her energy in planning for its destruction. In the real business world it would be absolutely unacceptable to stitch someone up in this manner; not only does it indicate a terminal lack of trust in the partnership, but it is quite simply bad business practice. Nowhere, outside a marriage, will people take all the money and run from a partnership, knowing full well that that meant never being able to work - or, indeed, get married - again. Such behaviour is a throwback to the bad old world where girls didn't have the mouth, education or opportunity to earn themselves a living.

Their aptitude for the great divorce marks out the world of the super-rich as the last true repository of Stone Age gender stereotyping, whereby women will still go all out to separate a blonde-loving fool from his money as swiftly as possible, and where, accordingly, men still have cause to believe the worst kind of misogynistic stereotype, that of a lying, cheating wife who is after only one thing.

## FASHION WEEK LIVE

IN ASSOCIATION WITH THE BRITISH HEART FOUNDATION  
SUPPORTED BY THE BRITISH FASHION COUNCIL  
22-25 APRIL 1999 WEMBLEY LONDON

## WIN ONE OF 250 PAIRS OF TICKETS TO BBC FASHION WEEK LIVE

You can read about it, you can see it on TV, but London Fashion Week - the highlight of the fashion calendar, has always been inaccessible to all but a select few. Now everyone can experience the glamour and excitement of Fashion Week, with the launch of BBC Fashion Week Live, at Wembley Conference Centre and Arena, London from 22 - 25 April 1999.

### Catwalk

See designs of the world's leading fashion designers, including Alexander McQueen, Vivienne Westwood, Pearce Fionda, Jasper Conran and Hussein Chalayan.

### Shopping

Buy the latest styles from over 100 of the top menswear and womenswear collections. All Saints, Mulberry, InWear, Pepe Jeans, Denim Deluxe, Debenhams, Reebok, Antoni & Alison and Alexander Campbell.

### Beauty

The Vidal Sassoon team, BBC Looking Good, Daniel Field and Andrew Collinge will all be on site as well as the hottest beauty products available today.

### Not forgetting

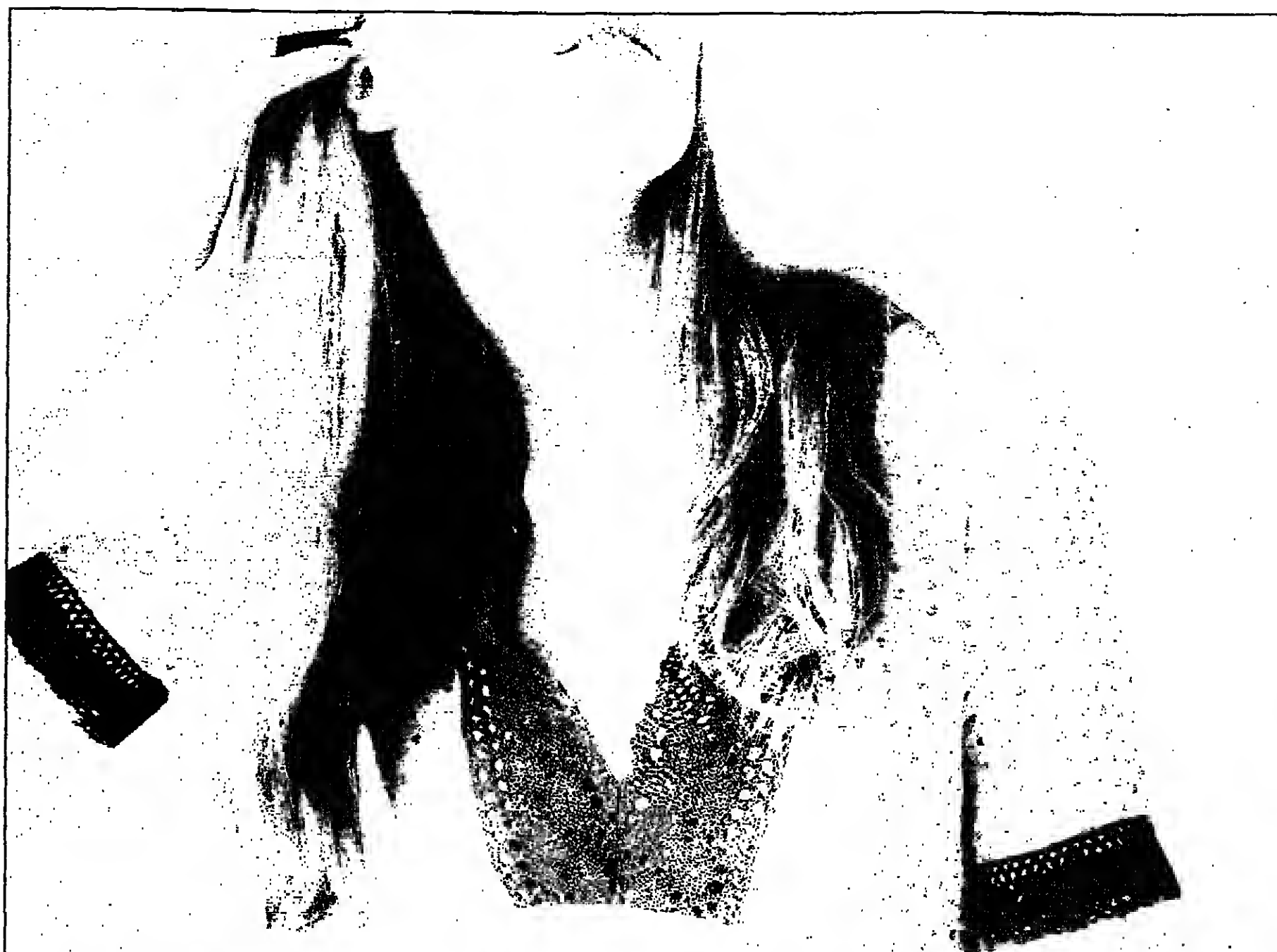
Celebrities, Search for a Model Competitions, Giveaways and much more.

The first 250 Independent or Independent on Sunday readers who call the ticket hotline will win a pair of tickets to BBC Fashion Week Live. Callers must state that they are Independent readers to win. If you are not one of the lucky ones you can book your tickets (£15 plus a £1 booking fee) for this unique experience, or for more information.

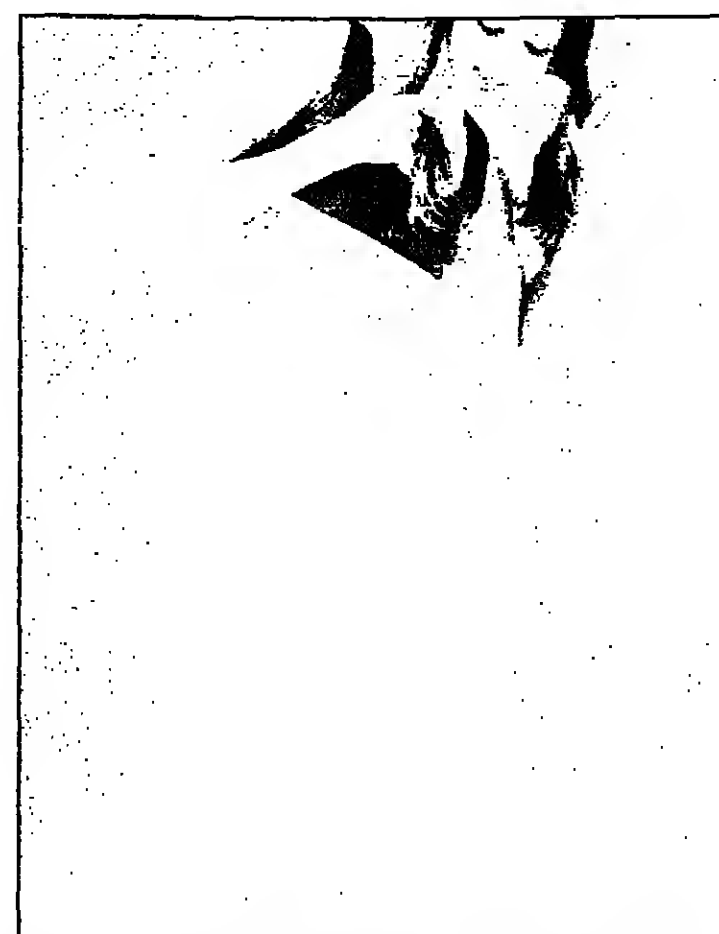
**CALL THE TICKET HOTLINE ON  
0870 732 2020**

The British Heart Foundation, the UK's leading heart charity, will be collecting nearly a new donations of clothing from visitors. Look out for the carrier bag with your tickets, for more details.





Pale blue heart-print dress, £45, by Tracey Boyd for TS Design at Top Shop, 214 Oxford Street, London W1, and stores nationwide, enquiries 0800 731 8284



Green-and-yellow stripe jersey vest, £20; white linen pleated skirt, £45, both by Clements Ribeiro for TS Design



Navy blue linen shift dress, £45, by Hussein Chalayan for TS Design

## It's quality. It's designer. And it's yours for £45

High fashion and high street shops: a marriage for all seasons? By Susannah Frankel

Designer of the year Hussein Chalayan is not a man whose name is obviously associated with the Great British high street. One of our most rigorous and uncompromising talents, he is known for offering up innovative and modern designs to the highest production standards – and with prices to match. No Lycra-mix, canary yellow crop top and hot-pants combination from this particular designer, thank you.

This summer, however, and for the second season running, Chalayan's work will be available at a high street store near you – at Top Shop, to be precise – along with work by Sherald Lamden (the creative talent behind the Seraph label), Tracey Boyd (think pretty, eclectic London-girl good looks) and London's most feted design duo, Clements Ribeiro. Attracting names such as these is quite a coup: all four designers are perceived as directional; all are also limited to small production runs catering to a fashion-knowledgeable clientele.

Such designer/high street link-ups are by now an integral part of this country's fashion infrastructure, however. Without the help of the UK's second largest retailer, Arcadia – the company that owns Top Shop as well as Principles, Racing Green, Evans, and Dorothy Perkins

– designers such as these would not be able to afford to show. The money they receive for producing capsule collections for the high street, as well as more set aside by Top Shop specifically to sponsor their own twice-yearly collections, helps them to do so.

For Arcadia, meanwhile, the press coverage that such high-profile relationships has by now generated has been worth more than its weight in gold. Not only are designers' names flagged up in-store, earning the chain serious fashion Brownie points, but the Top Shop logo is also very much in evidence at each designer's show, too.

Fashion supporting fashion in this way can, of course, only be a good thing for the consumer. There are very few women, after all, who are willing, or indeed able, to part with hundreds of pounds of their hard-earned cash for designer garments. TS Design – and other designer/high street collaborations like it – at least allows them to buy into the concept.

Jane Shepherdson, brand director at Top Shop, is the woman who oversees the buying and merchandising of TS Design, started in 1997 with Chalayan and Lamden; Clements Ribeiro and Tracey Boyd are new this season.

"We are very keen to link up with designers like these," Shepherdson explains. "In terms of Top Shop's credibility, it takes us way for-

ward." She acknowledges, however, that an awful lot of time and energy has gone into the project so far. Where designer clothing is concerned, money, within reason, is no object. For the high street, producing commercial designs, and to a budget, is all important.

"There's been an awful lot of toing and froing," Shepherdson admits, "but we got through it. It's a learning process for both sides and the first ranges in particular took longer than they should have done."

It wasn't until the early Nineties, and in response to a post-Eighties design-literate consumer, that the high street saw the potential of designer link-ups. The concept goes back to the Sixties and Geoffrey Wallis, however, who made a name for himself by selling more Chanel suits than most of us have had hot dinners. These were copies of the originals that inspired them, of course, but copies with a difference. Firstly they were made up directly from patterns bought from the Chanel haute couture atelier in Paris. Secondly, Coco Chanel herself, whose great contribution was perhaps to rid designer fashion of its fussiness and over-elitist approach, took the time to travel to London to help out the look together.

In this, as in many things, Madame Chanel was ahead of her time. Today, it's hardly news that without the designer collections there would be no high street. Chanel realised it would be better for her, Wallis, and the consumer if there was a dialogue between the two and money changed hands.

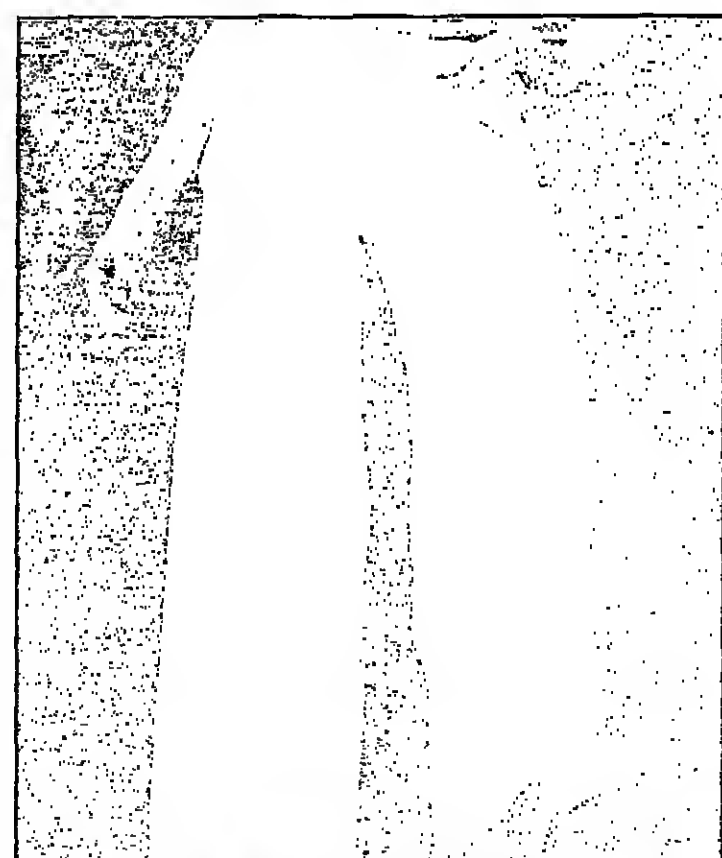
If this seems only natural, it's not insignificant that it has taken almost 30 years for designer-high street link-

ups to exist on a more widespread basis. That is mainly because British retailing is unusual in that it is dominated by high-street chains (a massive 70 per cent) and a public that has until very recently fixated on low-priced merchandise.

Despite resistance, however, collaborations now exist at Debenhams (where Jasper Conran, Philip Treacy and Lulu Guinness among others design ranges), Marks & Spencer (M&S have been working with Ghost's Tanya Sarne, Betty Jackson, Paul Smith and more for years), and Bhs (Owen Gaster and Paul Frith produce small but perfectly formed ranges for the store). Is there not a danger, though, that with designer's producing collections on the cheap they will detract from their own far more expensive main lines? "I'm not doing sub-Seraph at a lower price for Top Shop," says Seraph's Sherald Lamden. "The collection is far younger than that. It's also very simple – anything too subtle gets lost in production."

Ribeiro agrees. "We're very careful not to let the range overlap with our own collection, but we have no prejudice against the high street. Sometimes the price of designer clothes is quite sickening. This works for them and it works for us."

Tracey Boyd for TS Design is available now. Hussein Chalayan, Clements Ribeiro and Seraph for TS Design are available from May



White denim wide-leg trousers with frayed hems, £45, by Sherald Lamden for TS Design Photographs: Mauricio Guillen

New Shape magazine gives you the confidence equivalent of 7 1/2 desirable messages on your answering machine.

richer

ds. So now come rid

By Hattie Judah



Last Sunday she won the Bafta Best Actress Award, on Friday her new film, *An Ideal Husband*, opens and in a fortnight she makes her West End stage debut. And that's just the beginning. David Benedict spoke to the very popular Cate Blanchett

# What Cate did next

**T**he tech is going to be a nightmare," announces Cate Blanchett in her best horror voiceover manner. In the final week of a production everyone moves from rehearsal room into the theatre and actors become the least important people on a show. Weeks of detailed exploration and the building of tension and atmosphere within a play are temporarily cast aside. The cast are merely required to walk through their positions on stage and say the lines at the right speed while the director slowly and methodically takes the crew through every single lighting state and sound cue.

Technical run-throughs are laborious, long-winded and actors hate them. Not Blanchett. "I love the freedom of the tech. It actually liberates you, you feel unwatched. I'm really looking forward to it," she cries, greedily. It's hardly surprising that she's relishing the prospect of having a couple of days to experiment with the role.

The play in question is *Plenty*, written in 1978 and unquestionably one of David Hare's two or three finest, and her character Susan Traherne - originally written for Hare's then muse, Kate Nelligan - barely leaves the stage. Bar a three-week run in an Australian play at the Croydon Warehouse a few years back, Blanchett is an unknown quantity in terms of the British stage. Casting her represents a leap of faith by the Almeida's director, Jonathan Kent, but then that's what this 29-year-old actress inspires.

The film director Gillian Armstrong had been searching for six years for an actress to play the lead in *Oscar and Lucinda* - Blanchett did a screen test and Armstrong stopped looking. Anthony Minghella saw the finished movie and immediately cast her in his film *The Talented Mr Ripley*. The character has just two scenes at either end of the picture, but he knew he wanted her. Temporarily non-plussed by being asked exactly what it was about her that so impressed him, Minghella casts about for a reason. "It sounds ridiculous, but it's quite simple: if you have the chance to work with talent like that, you do."

If you add in the news that there are other films in the can, including *Pushing Tin*, Mike Newell's tale of rival air-traffic controllers, in which she does white-trash comedy in tight trousers, big hair and a push-up bra as Mrs John Cusack, and the headlines are pretty clear. Cate Blanchett has arrived.

Confirmation came (if it were needed) on Sunday night when, after losing out to Gwyneth Paltrow at the Oscars and the Golden Globes, she finally received her just deserts with Bafta voting her Best Actress for *Elizabeth*. Other rising stars in her position would have headed off for poolside Hollywood, which might lead some people - possibly including her agent - to wonder what on earth she's doing picking up a company wage in a play in London.

"I never thought that film was somehow 'making it'. Film-making can sometimes be a little clean, clinical. I like the church hall feel of rehearsals, getting my hands dirty. The other day, on my way to rehearsals, I walked past Sadler's Wells and watched the trucks unloading the scenery through the dock doors. The atmosphere that comes out at you is magical."

This is not the contrived gushing of an actress suddenly determined to grab the kudos of the theatre. She was on stage for 18 months playing Nina in *The Seagull* at Belvoir Street theatre, home to Company B, Sydney's most exciting theatre company.



Cate Blanchett in 'Plenty' at the Almeida: 'I like the feel of rehearsals, of getting my hands dirty'

Ivan Kymel

Even at drama school, she made waves, her bold choices supported by a self-possession borne out of a solid technique.

Watching her in *Elizabeth*, the shock is how instantaneously you believe this Australian actress to be Tudor royalty. Meeting her in the flesh, she seems slighter, with an almost fleeting sense of presence. And then she opens her mouth. It's not what she says that's surprising, it's the way she

says it. The voice is low and calm, offsetting the fragility of her complexion. Light streams in through the window catching the shifting planes of her face. Braque would have envied the lines of her cheekbones and jawline, but there's nothing cold or chiselled about her look. It's merely that there's an elegance about her which comes from quiet self-possession, which is what makes her so mesmerising on screen.

Even when watching her in close-up, she seems taller than she is because her centre of gravity is so low. It's all about relaxation. All of which comes in useful when playing high-status roles such as the Queen of England or Lady Chiltern in Oscar Wilde's *An Ideal Husband*, her latest film, which is released on Friday. Most actors, when asked about their choice of roles, will tell you what a great part or

opportunity it was, or how much they wanted to work with so-and-so. Blanchett's reason for doing this film? "I was really interested to see if such heightened dialogue could be played naturalistically."

Nothing is more illuminating about both the qualities and the quality of a screen actor than watching her or him "think". Put a weak actor in front of the lens and they'll display puzzlement with, say, a furrowed

brow, confusion with a tilt of the head, doubt with a widening of the eyes. If the edits surrounding such displays are strong enough, this empty acting style can prove effective.

However, watching Blanchett play the complex comedy at the climax of *An Ideal Husband* is something else altogether. She's the focus of a scene in which everyone brings in fresh revelations, forcing her to revise her opinions and think very fast. But instead of opting for a simple external approach, she takes the much more exciting (and exacting) choice of presenting an impassive exterior while managing to convey Lady Mabel's inner turmoil as she is forced to compromise her ideals and lie to her husband. No wonder the camera holds her in tight close-up, her eyes darting about in disguised terror. This is not "thinking" acting: Blanchett is responding to what is happening inside her character.

Actors are often castigated for supposedly airy talk about being "in the moment", but that's precisely where Blanchett's characters live. You never get the sense that she's trying to impress by showing off how she can achieve an effect. In career terms, she's disgracefully clear-headed about the thorny issue of reading (and believing) your own press. Does she read the ever-increasing mountain of press coverage? She sighs. "I try not to... but as someone said to me, 'trying is lying'. Of course, it's fantastic if you get great reviews but they're like lotteries: they're great if you win and a terrible sham if you lose. People tell me not to be self-deprecating but I think I have to gloss over the good in the same way that I have to gloss over the bad."

"The great thing about *Plenty* is that there is a genuine amount of trust within the company. We're all trying to do something together," she insists, observing that the play is as much about her husband's character - played by Julian Wadham - as it is about her own. "Whether we succeed or not, we can't tell. You can't plan for success, of course, but equally you also don't want to plan for failure by not taking risks and not opening up things which you worry you might fall flat on your face for doing." She beams. "That void you feel opening up beneath you... I find that quite exciting."

She apologises - unnecessarily - for being inarticulate, but the only point on which she's truly vague is the future. Her agent is bemused by the fact that she's barely half-way through a hot script she's had for more than over two weeks. "It takes me so long to decide. I need time to digest things. There's a lot of stuff out there, I guess, but I find it too disappointing when I feel I'm in things for the wrong reasons. Luckily it's only happened to me once or twice. So I'd rather wait."

In the meantime, she's done a run-through of *Plenty* in front of David Hare, which makes the press night seem less daunting. Her only real frustrations at the moment are the expectations of the world from which she's made a temporary escape. "I get very frustrated with the fact that in film people are still very surprised if women my age can do something other than what they look like they can do. I knew after *The Seagull* that I really wanted to do something where people can demand a lot of me, push me beyond where I think I can go. I love being directed. I don't take it personally if someone says, 'Oh, I didn't like that'. It makes you search more. Maybe that's why I continue to do this."

*Plenty* previews at the Albery Theatre (0171-369 1730) from tomorrow; *An Ideal Husband* opens on Friday

## Voices from another world

THERE IS NO raucous crowing from Chanticleer. The occasional hilling and cooing, perhaps. Yet the singing of the 12-man San Francisco-based vocal ensemble, which has just embarked on its latest tour of France, Germany, Austria and Israel, is, as the late songsmith Harold Arlen might have put it, quite simply "Out of this world".

Its publicity is gloriously unhyped, its delivery intimate and inspired, and its presentation never uncouth or overslick. But Chanticleer invites superlatives. During its 21 years of existence, and with as many discs to its credit, it has emerged as one of the world's most subtle, refined, intelligent and invigorating vocal ensembles. Its top line - high-riding counter-tenors who effortlessly encompass the upper soprano range - partly

### CLASSICAL

CHANTICLEER  
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accounts for its unique sound. Yet the ensemble's blending never cramps or obscures the distinctive colouring of the individual, underlying solo voices.

The group's repertoire is wide, spanning from European (Mozart, Josquin, Brumel, Palestrina) and Mexican renaissance to Stephen Foster, gospel, spirituals and contemporary American, including a clutch of specially commissioned works, three of which proved highlights of Chanticleer's Sunday concert at Birmingham's Symphony Hall - only their third in Britain to date.

If the stylish, dynamic adjustments in the Brazilian José

Garcia's "Crux Fidelis" or the ingenious simplicity of Farrant's "Call to Remembrance" proved more alluring than some rather straitjacketed Byrd and Weekes, it was the 20th-century extracts which fired the imagination: the Chinese-born Chen Yi's "Wild Grass", with its folklike filigree of spiralling and weaving repeated upper voice patterns (shades of Meredith Monk); two extracts from Augusta Read Thomas's 12-part *Love Songs* - one ("The Rub of Love") a pithy, short Anacreontic, the other ("Alas, the love of women") a wittily contrived parody encompassing clattering close-harmonies, vocal strumming and ironic cackles.

It was to Read Thomas that the US-based, British-born Pulitzer prizewinning composer Bernard Rands (b 1934) dedi-

cated his *Canti d'Amor*, 15 beautifully evocative settings of Yeats, including two sung here with rare empathy, poise and subtlety of shading: "All day I hear the noise of waters making moan" and the solo-led "Sleep now".

Matthew Alber's fluent, gorgeously sustained soprano solo brought a nerve-tingling poignancy to "Sometimes I feel like a motherless child", one of the three spirituals arranged by Joseph Jennings, Chanticleer's enabling music director of 15 years. Tim Krol's colourful Gaelic delivery of the Irish encore "Dulaman" ("Seaweed") supplied the final icing on the cake.

RODERIC DUNNETT

Chanticleer's new CD, *The Colors of Love*, has just been issued by Teldec Classics

## The sour turns to sweet

IN THE Cranberries' press, one catechismal fact stands out: unlike Oasis, unlike Blur even, the provincial Irish four-piece, led by Dolores O'Riordan, cracked the States. Forget O'Riordan's voice (a formidable instrument blighted by the total ambition of a car alarm) or the persistently clod-hopping "political" commentary (no Kosovo anthem yet, thankfully) - all sins are absolved by the balm of US success. Criticism, in other words, is redundant when the band's three albums thus far have notched up global sales of 28 million.

The eve of their new album, *Bury the Hatchet*, finds The Cranberries trying to re-create the circumstances that gave birth to "Linger", their sublime, lifting breakthrough hit which they've never come close to surpassing. Since a gruelling tour schedule led to their effective break-up three years ago, O'Riordan has had a baby and retreated, along with the rest of the band, to the group's home town, Limerick. It shows on *Bury the Hatchet*. Though they're far from rediscovering the alchemical touch that graced the Celt-pop of their 1992 debut album, *Everybody's Doing It*, *So Why Can't We?*, at least the dross of *To the Faith-*

### POP

THE CRANBERRIES  
SHEPHERD'S BUSH  
EMPIRE  
LONDON

ful Departed, a cacophonous mess, is behind them.

The Shepherd's Bush Empire was an adroit choice, too. It was intimate enough to accommodate the new, more reflective material, and big enough (though barely) to house the strident rockers with which The Cranberries reached even the most insulated hospitality suites of the stadia they regularly played in the mid-Nineties. Sporting a blonde fringe and clad in black, O'Riordan looked like a militant Nolan sister, zipping to and fro in a splay-footed jig the entire night. She exuded an entirely natural stage presence, a compelling quality the rest of the band knew relieved them of any showmanship duties.

As ever, O'Riordan's distinctive vocal hiccup provided a handy barometer for the quality of the songs. Its folksy inflection finds a natural home in the group's more lyrical songs. "Promises", their latest single, offered a good



Dolores: the air of a militant Nolan sister Steve Gillett

example. Initially beguiling, O'Riordan somehow contrived to sound like a keening Telly-tubby by its conclusion.

It's not as though she hasn't a crisp, tight band behind her. It's just that while dictating the performance, she also overshadowed them. "Linger" met with a rapturous reception, but even here O'Riordan sounded bored with her own melodic skill, barking at the crowd to "Sing it!"

"Saving Grace" or the elegant "Human Being" were far

more intricate, satisfying efforts than the dumber-headed anti-Troubles dirge "Zombie" or the out-and-out rant "Dellah". She may have criticised the likely successors to the Cranberries' crown, the Corrs, for a lack of raunch, but it's obvious which songs the svelte sisters from Dundalk have learnt from.

MIKE HIGGINS

A version of this review appeared in later editions of yesterday's paper

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# 'Anger motivates me'

I WORK FOR...

SHEENA MACDONALD IS PA TO NICK HARDWICK, CHIEF EXECUTIVE OF THE REFUGEE COUNCIL



Sheena MacDonald: 'It is very encouraging to hear the stories of refugees who have managed to rebuild their lives against the odds'

Tom Craig

Originally I trained as a physiotherapist but decided it would be fairer all round if I didn't practice. Instead, I joined an action group which campaigned against asbestos use and went on to work in a woman's centre in Paisley as a clerical bookkeeper and information and advice worker. It was when I moved to London to spend four and a half years working as a branch administrator for Unison in Tower Hamlets that I first got involved with immigration and refugee cases and understood the issues at stake.

I have only been here for two and a half months; I experienced a vertical learning curve on arrival because there is so much that Nick is involved in. For example, my first task was to call the Home Secretary's office to try to get a meeting between him and Nick extended. I quaked but Nick said to me: "People who don't make mistakes don't make anything, so as long as you let

me know of the things that go wrong, or cover them up so well that I don't know about them, then we will be fine." It was such a relief to know that he was so calm to work with.

At the moment, Nick is involved in discussions with the Home Office about the Kosovo refugee crisis and how the Government might respond. We have been asked to work on contingency plans for the arrival of Kosovo refugees to the UK, but we do not know if or when refugees may arrive or how many to expect. This makes it very difficult for us and one of my key tasks is to ensure that staff who are being drafted in to help from other refugee agencies can feel their way around here.

"Family reunion is very much on the agenda, which is why the Kosovars already over here have an important part to play. We are also putting pressure on the Government to make sure that all refugees would be offered suitable accommodation and support. Clearly the best place for people to be is at home in safety and dignity, but if that isn't possible

then European governments should be responding to the crisis in a positive and generous way. People can see from the pictures of Kosovo refugees that they are ordinary people with ordinary lives who are caught up in an extraordinary situation. I think from the huge number of calls the Refugee Council has had that people are sympathetic to their plight. Unfortunately, they are sometimes portrayed in a very negative way in

the UK - one local paper even referred to asylum seekers as "dross" which should be "washed down the drain". I can't imagine how it must have felt for my refugee colleagues to read that. Actually, most refugees are educated and desperately want to rebuild their lives despite the trauma they have been through.

"Since I have arrived we've been campaigning on the new Immigration and Asylum Bill. One of its measures will leave asylum-seeking children living on 50p a day. Will this leave asylum-seekers with respect and dignity?"

"I recently met a number of newly arrived refugees at one of our advice centres which was when the real horror of their situation hit me. Released from prison-like conditions within detention centres with no money, no English and often just the clothes they stood up in, they had had to find their way to us in London without help. It is, however, very encouraging to hear the stories of refugees who have managed to rebuild their lives against the odds.

The Ugandan Asians are a good example, some of whom were listed last week as among the most successful of British business people.

I tried to switch off over Easter but I found that I had to turn on the television and radio to see what was happening. Since Nick is constantly at interviews as well as at meetings with refugee organisations, agencies, MPs and supporters, one of my key responsibilities is to make sure that he has time in between all his meetings to sit down and de-brief.

Anger is motivating but it's important to channel it, so all my colleagues are very level headed and diplomatic. We are all working to get the best deal for refugees. I guess I've always been politically motivated, my family have put up with a lot of ranting and raving. I've always been very clear that profit shouldn't be my main motive for work satisfaction is what counts. My job at the Refugee Council is a chance to do something about a cause I feel strongly about.

INTERVIEW BY KATIE SAMPSON

## A story of love and hate

THE TEMP

I HAVE a recording of Billie Holiday singing "When Love Goes Wrong (Nothing Goes Right)". I think Marilyn Monroe sang it originally, but with Billie's piteous tones it's positively suicidal, the sort of song you play at four in the morning when The Smiths have got boring.

Since I started working with Doug and Hannah, this song never seems to be far from my mind. When one of them stalks across the floor, Billie starts to croak in my ear, and keeps on until they have receded into the distance. Nothing has been said overtly, but it's as obvious as crisps trodden into the carpet that, though it may have been a good party, it's over, and the participants are suffering from sick hangovers that they have every intention of inflicting on each other.

Get this: day one, and I'm hunting for a phone list, working out where the "on" switch is on the computer, pulling up old correspondence files in the hope of working out a standard letter layout, when Doug arrives. "Where is she?" he says. "Who?" I ask. "Hannah Monckton," he says. "Oh," I say. "She's got a breakfast meeting." To which he heaves a sigh and says "Oh, yeah, the old breakfast meeting. Tell her to contact me immediately she gets in." And off he marches.

At 10am, Hannah comes in looking well-fed and cheerful. We make acquaintance, and I relay Doug's message. Hannah's face clouds over.

"Thanks," she says. "I'll contact him when I'm free." And she, too, stalks off.

10.30am: the phone rings. Doug. "Is Hannah there yet?" "Yes. She said to tell you that she'll get in touch when she has a moment," I say. I've long since become a past master at making palatable the charm of my seniors. "No," he says. "Tell her to call me immediately."

10.31am: Hannah. "Tell Mr Me-Me-Me Forster to stuff it!" 10.32am: "Hello, Mr Forster. Hannah is in a meeting right now. She'll be in touch as soon as she can."

10.35am: Doug passes my desk at a rate of knots.

10.36am: Doug and Hannah pass back in the opposite direction, she walking at an even greater pace than his. He touches her wrist; she shakes it off like a horse swatting a fly.

10.37am: Door to stairs bangs shut.

10.42am: Door to stairs bangs open again, slams

behind Doug, who is purple in the face.

10.42am plus 30 seconds: Door to stairs opens quietly and Hannah emerges looking grimly triumphant.

I thought at first that this was a simple personality clash, then began to suspect some darker harassment question. But, as I said, the signs are there if you're looking. For under all the rage, the attempts at sabotage, the frostiness, there's a familiarity you find only in people who know each other very, very well. They hiss into each other's faces from so close up they are almost kissing, make personal comments ("I told you that was the wrong sort of briefcase"; "You always say that when you know you're in the wrong"; "Well, it's probably in the car. That's where it was last time"), know each other's personal habits ("Lunch? Where is she? Giovanna, I suppose?") in a way that they could only if they'd shared lives at some point.

Wednesday, Hannah calls in sick. "Are you OK?" I ask. "Can I do anything for you?" "No," she croaks. "It's some sort of flu thing. It's been coming on for days. Just hold the fort, will you?" "Sure," I say, start shoring up those arrow slits.

Doug turns up soon after. "Ill?" He says. "Well, that's just typical, isn't it?" He turns on his heel and walks away.

A few minutes later, he's back. "What did you say was wrong with her?" "Flu, I think. She sounded pretty croaky." He thinks for a moment.

"Maybe I should call her." "Sure," I start to look for her number, but he's already picked up the phone and dialled it from memory. Drums his fingers, twitches when the phone is answered.

"Hannah?" he says. "It's me. I hear you're ill." Then he turns his back and hunches into the phone, as if this will stop me hearing what he says next. "Shall I come over tonight? I think we ought to talk..." He listens, then says, quite gently, "Mm. Me too." Hangs up and, with a watery smile, returns to his desk.

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# THE INFORMATION DAILY

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## NEW FILMS

### BEDROOMS & HALLWAYS (115, 96 mins)

**Director:** Rose Troche  
**Starring:** Kevin McKidd, Jennifer Ehle  
*Bedrooms & Hallways*, the latest offering from the *This Life* school of British film-making, sees Kevin McKidd's giddy Londoner being put through all manner of romantic hoops in the run-up to his 30th birthday. Kevin's orientation arrow spins from gay to straight, his mates offer endless advice, and Simon Callow pops up as a New Agey men's group leader. Rose Troche's smooth direction and McKidd's winsome acting compensate for an often smug and lightweight script.  
**West End:** ABC Shaftesbury Avenue, Clapham Picture House, Odeon Kensington, Odeon Mezzanine, UCI Whiteleys, Virgin Fulham Road, Virgin Haymarket. **Repertory:** The Pullman Everyman

### A CIVIL ACTION (115, 115 mins)

**Director:** Steven Zaillian  
**Starring:** John Travolta, Robert Duval  
John Travolta's ambulance-chasing lawyer takes a shot at redemption in this complex and frequently absorbing courtroom saga that nonetheless raises inevitable comparisons with Sidney Lumet's *The Verdict*. Cutled from a true story, *A Civil Action* spins a David-and-Goliath-style drama, in which blue-collar locals go head to head with the big corporations who poisoned their water. Zaillian negotiates the legal intricacies with ingenuity.  
**West End:** Clapham Picture House, Empire Leicester Square, UCI Whiteleys, Virgin Chelsea, Virgin Trocadero. **And local cinemas**

### THE FACULTY (115, 104 mins)

**Director:** Robert Rodriguez  
**Starring:** Elijah Wood, Shawn Hatosy  
See *The Independent Recommends*, right.  
**West End:** Odeon Camden Town, Odeon Kensington, Odeon Marble Arch, Odeon Swiss Cottage, UCI Whiteleys, Virgin Chelsea, Virgin Trocadero, Warner Village West End. **And local cinemas**

### HIGH ART (118, 101 mins)

**Director:** Lisa Cholodenko  
**Starring:** Ally Sheedy, Radha Mitchell  
See *The Independent Recommends*, right.  
**West End:** Curzon Soho, Ritzy Cinema, Screen on the Green

### NÖ (115, 85 mins)

**Director:** Robert Lepage  
**Starring:** Anne-Marie Cadieux, Alexis Martin  
Lepage's third feature obliquely spotlights Quebec's push for independence in 1970 with an absurdist parallel narrative that crosscuts between the trials of a troubled actress and her activist boyfriend. But its fascinating elements fail to gel: its scenes unravel; its reach exceeds its grasp.  
**West End:** ABC Swiss Centre, Barbican Screen

### ORGANIZMO (118, 90 mins)

**Director:** Trey Parker  
**Starring:** Trey Parker  
*Organizmo* looks like the love-child of *Boogie Nights* and *Flash Gordon*: a gambling send-up of the porn industry. Parker stars as a Mormon-turned-skin-dick-superstar; Robin Lynne plays the fiancée who stumbles upon his guilty secret.  
**West End:** Plaza

### THE RED VIOLIN (115, 130 mins)

**Director:** François Girard  
**Starring:** Samuel L. Jackson, Greta Scotti  
Girard's daisy chain of historical vignettes follows the course of a cursed violin down through the centuries. Unfortunately, a thrift-shop budget leaves many of the period backdrops looking like cast-offs from a BBC schools programme. More crucially, Girard's bitly narrative leaves his film labouring in third gear throughout.  
**West End:** Barbican Screen, Odeon Haymarket, Odeon Kensington, Odeon Swiss Cottage. **Local:** Hampstead ABC

### SLAM (115, 99 mins)

**Director:** Marc Levin  
**Starring:** Saul Williams, Sonja Sohn  
Even if slam-poetry's clanking rhymes make you want to "slam" the perpetrator's head in a car door, Marc Levin's drama still carries an emotional force. Saul Williams plays an Afro-American Everyman, busted on a drugs charge before finding freedom of expression through his rap stylings. Levin's story is preachy and simplistic, earthy and earnest. Much like slam-poetry itself.  
**West End:** Metro, Ritzy Cinema. **Local:** Holloway Odeon, New Stratford Picture House

Xan Brooks

## GENERAL RELEASE

### AMERICAN HISTORY X (118, 119 mins)

A liberal essay on right-wing fanaticism, this nonetheless indulges in some dubious Nazi chic as it charts the moral slide of a blue-collar racist (Edward Norton). But it does boast a stunning performance from Oscar-nominated Stanning. **West End:** Odeon Camden Town, Odeon Kensington, Odeon Marble Arch, Ritzy Cinema, UCI Whiteleys, Virgin Trocadero, Warner Village West End. **And local cinemas**

### ARLINGTON ROAD (115, 117 mins)

Mark Pellington's intriguingly staged paranoia thriller sees Jeff Bridges' college prof becoming suspicious about the antics of his outwardly respectable neighbour (Tim Robbins). **West End:** UCI Whiteleys, Virgin Trocadero, Warner Village West End. **And local cinemas**

### AN AUTUMN TALE (CONTE D'AUTOMNE) (11, 111 mins)

Eric Rohmer's new romantic drama is airy and elegant and as warm as sunshine. **West End:** Chelsea Cinema, Curzon Soho, Renoir

### BLAST FROM THE PAST (112, 109 mins)

Hugh Wilson's Cold War satire begins promisingly enough, but it soon nosesives into brass predictability. With Alicia Silverstone and Brendan Fraser. **West End:** Virgin Trocadero, Warner Village West End. **And local cinemas**

### CENTRAL STATION (15, 110 mins)

Central Station trails Fernando Montenegro's retired schoolteacher and her abandoned nine-year-old charge on a hunt for the boy's missing father. **West End:** Curzon Mayfair, Gate Notting Hill, Renoir, Ritzy Cinema, Screen on Baker Street

### FESTEN (THE CELEBRATION) (115, 106 mins)

Filmed using natural light, natural sound and a hand-held camera, *Festen* begins in a rush of pure, unfeathered drama. Its rawness is largely contrived, but by the end you're too hooked to care. **West End:** ABC Pantons Street

### GODS AND MONSTERS (115, 110 mins)

See *The Independent Recommends*, above. **West End:** ABC Tottenham Court Road, Clapham Picture House, Curzon Soho, Screen on the Hill, The Tricycle Cinema, Virgin Fulham Road. **Local:** New Stratford Picture House

### HILARY AND JACKIE (115, 121 mins)

Rachel Griffiths and Emily Watson sustain warts-and-all biopic of the Du Pré sisters, Hilary (shy, married flautist) and Jacqueline (world-famous cellist). **West End:** ABC Pantons Street

### LIFE IS BEAUTIFUL (LA VITA E BELLA) (PG, 116 mins)

Roberto Benigni's comedy, in which the writer-director stars as a clowning Jewish bookseller in fascist Italy. **West End:** ABC Swiss Centre, Clapham Picture House, Empire Leicester Square, Gate Notting Hill, Curzon Minima, Odeon Kensington, Odeon Mezzanine, Ritzy Cinema, Screen on Baker Street, UCI Whiteleys, Virgin Chelsea, Virgin Haymarket. **And local cinemas**

### MIGHTY JOE YOUNG (PG, 114 mins)

Mighty Joe is a mutant gorilla, who hangs out in the African jungle with his Tarzan-type protector. Disney buff, yet it boasts a ready charm that's hard to dislike. **West End:** Odeon Kensington, Odeon Marble Arch, Odeon Swiss Cottage, Odeon West End, UCI Whiteleys, Virgin Chelsea. **And local cinemas**

### THE NIGHT OF THE HUNTER (115, 92 mins)

Charles Laughton's 1955 drama hinges on a legendary bit of screen villainy from Robert Mitchum as a murderous preacher. **West End:** Curzon Soho, Renoir

### PAYBACK (118, 102 mins)

Revisiting the source that inspired John Boorman's *Point Blank*, this revenge thriller sends its double-crossed-and-left-for-dead anti-hero (Mel Gibson) on a mission to get his money back and to get even. **West End:** ABC Tottenham Court Road, Odeon Camden Town, Odeon Kensington, Odeon Marble Arch, Odeon Swiss Cottage, UCI Whiteleys, Virgin Fulham Road, Virgin Trocadero, Warner Village West End. **And local cinemas**

### PLEASANTVILLE (112, 124 mins)

See *The Independent Recommends*, above. **West End:** Plaza, Warner Village West End

### PLUNKETT AND MACLEAN (115, 101 mins)

Plunkett and Maclean are rakish Dick Turpins cutting a dash through 18th-century society. Plunkett (Robert Carlyle) carries a pistol, while Maclean (Jonny Lee Miller) romances a debutante (Liv Tyler). Yet instead of a decent plot, director Jake Scott offers noise and pop-prosa visuals. **West End:** ABC Tottenham Court Road, Clapham Picture House, Notting Hill Coronet, Odeon Camden Town, Odeon Kensington, Odeon Leicester Square, Odeon Marble Arch, Odeon Swiss Cottage, Ritzy Cinema, UCI Whiteleys, Virgin Fulham Road. **And local cinemas**

### THE RUGRATS MOVIE (U, 90 mins)

Given the small-screen success of the Rugrats (cartoon toddlers up to no good), a feature-length foray was always in the offing. Kids, no doubt, will eat this up. Adults should simply grin and bear it. **West End:** Odeon Marble Arch, Ritzy Cinema, UCI Whiteleys, Virgin Chelsea, Virgin Trocadero, Warner Village West End. **And local cinemas**

### SHAKESPEARE IN LOVE (115, 123 mins)

See *The Independent Recommends*, above. **West End:** Odeon Marble Arch, Odeon Swiss Cottage, Plaza, Ritzy Cinema, The Tricycle Cinema, UCI Whiteleys, Virgin Fulham Road, Virgin Trocadero. **Repertory:** Riverside Studios Cinema. **And local cinemas**

### TEA WITH MUSSOLINI (PG, 117 mins)

Franco Zeffirelli's *Tea with Mussolini* ambles through its tale of dotty Brits (Maggie Smith, Judi Dench, Joan Plowright) adrift in Mussolini-era Tuscany. **West End:** Empire Leicester Square, Odeon Swiss Cottage, UCI Whiteleys. **Repertory:** Phoenix Cinema. **And local cinemas**

### THE THIN RED LINE (115, 170 mins)

Terrence Malick's long-awaited return to directing is a fabulous, fever-struck war film. A cast of familiar faces (John Travolta, George Clooney) play second fiddle to the creeping narcotic mood. **West End:** Odeon Mezzanine, Virgin Haymarket. **Local:** Richmond Odeon Studio

### WAKING NED (PG, 91 mins)

Good news: Ned, a salt-of-the-earth resident of Tullymore, has won the lottery. Bad news: Ned is dead. Cue a rattle-bag of comedic misadventures as two local scallywags scheme to get their paws on the loot. **West End:** Odeon Camden Town, Odeon Kensington, Odeon Marble Arch, Odeon West End, Virgin Chelsea. **Repertory:** Watermans Arts Centre. **And local cinemas**

## THE INDEPENDENT RECOMMENDS

### THE FIVE BEST FILMS

**Gods and Monsters (15)**  
A droll speculation on the last days of 19th-century horror novelist James Whale (Ian McKellen), who is magnetised by the alluring form of his Beverly Hills gardener (Brendan Fraser). Director Bill Condon won an Oscar for Best Adapted Screenplay.

**Pleasantville (12)**  
Two Nineties teenagers are "sucked" into a favourite Fifties sitcom and even a dramatic influence on its conformist black-and-white idyll. A witty parable about prejudice and change.

**High Art (18)**  
A portrait of the artist as fashion screw-up, Lisa Cholodenko's hithery witty take on New York living (and dyin') boasts one of the performances of the year from Ally Sheedy.

**The Faculty (15)**  
Kevin Williamson does it again with this sci-fi tale of alien invaders. Beautiful people, a sharp script, subversive morals. Piper Laurie... Why can't all teen films be like this?

**Shakespeare in Love (15)**  
This enjoyable, Oscar-bid historical romp (right) suggests how romance fired Shakespeare with the inspiration for *Romeo and Juliet*. Joseph Fiennes and Gwyneth Paltrow (Best Actress) hand an impressive cast.

ANTHONY QUINN AND CHARLOTTE O'SULLIVAN

### THE FIVE BEST PLAYS

**Good (Donmar Warehouse, London)**  
Starring Charles Dance, CP Taylor's play (right) about accountants with conscience is revived in a sensitive production by Michael Grandage. To 22 May

**Gross Indecency (Gielgud Theatre, London)**  
The artfully fractured form of Moises Kaufman's compelling play about Oscar Wilde manages to present the writer in all his complexity. Booking to 5 Jun

**Forbidden Broadway (Jermyn Street Theatre, London)**  
Deliciously spiteful and tremendously funny selection of musical theatre spoofs fromondheim to *The Lion King* in Elaine Paige. To 16 May

**Colombe (Salisbury Playhouse)**  
Up-and-coming director Jonathan Church signs off at Salisbury with the characteristically bold and imaginative choice of an Anouilh comedy set in Paris's theatrical demi-monde. To 17 April

**Uncle Vanya (Mercury Theatre, Colchester)**  
Gregory Floy stars in the Chekhov classic – the second leg of Mercury Theatre's brave experiment in forming a resident ensemble of actors for nine months of the year. To 24 April

### THE FIVE BEST SHOWS

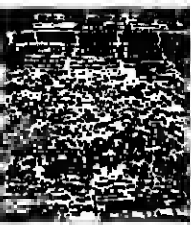
**Jackson Pollock (Tate Gallery)**  
Big, revelatory retrospective for the wild hero of Abstract Expressionism (going on Old Masters), legendary for his great drip paintings, but virtually unknown here for 40 years. To 6 Jun

**Portraits by Ingres (National Gallery)**  
Some of the stunner, most intense portraiture ever. Men as icons of power, women as exquisite images of flesh and fabric. To 25 Apr

**Henri Michaux (Whitechapel Gallery)**  
He travelled. He wrote. He took drugs. And, inspired by grief and madness, he created amazing, wobbly, bubbly, wibbly scribbly fine-grain line drawings. To 25 Apr

**Andreas Gursky (Dean Gallery, Edinburgh)**  
Photographs 1994-98 (right): huge, panoramic, high-contrast, micro-detailed, digitally manipulated images of our world – stock-exchange floor, cityscape, hotel foyer. Vistas of more than the eye can see. To 16 May

**Antony Gormley's 'Field' (Firstsite at Colver St, Colchester)**  
One of the great bits of the decade: a sea of 40,000 pint-sized clay men – obedient, expectant, menacing, and stepping dead in a line at your feet. To 3 May



PAUL TAYLOR

TOM L'UBBOCK

## CINEMA

### WEST END

**ABC PANTONS STREET** (0870-902 0404) @ Piccadilly  
Circus Elizabeth 2.15pm, 5.15pm, 8.10pm, 10.05pm  
Hilary and Jackie 2.25pm, 5.25pm, 8.20pm, 10.20pm  
The 39 Steps (1935) Version 3.30pm, 6.10pm, 8.45pm

**ABC PICCADILLY** (0171-492 3561) @ Piccadilly  
Circus Affliction 1pm, 3.30pm, 6pm, 8.30pm, 10.30pm  
Stock & Two Smoking Barrels 1.15pm, 3.45pm, 6.10pm, 8.35pm

**ABC SHAFTESBURY AVENUE** (0870-902 0402) @ Leicester  
Square Bedrooms and Hallways 1.15pm, 3.30pm, 6.05pm, 8.45pm  
Elizabeth 1.15pm, 3.45pm, 6.10pm, 8.35pm

**ABC SWISS CENTRE** (0870-902 0403) @ Leicester  
Square/Piccadilly Circus Hideous Kinky 1.15pm, 3.45pm, 6.15pm, 8.35pm  
Jenseits der Stille 1.40pm, 4.10pm, 6.30pm, 8.50pm  
Nö 1.20pm, 3.10pm, 5.20pm, 7pm, 8.55pm  
La Vita e Bella 1.20pm, 3.45pm, 6.10pm, 8.40pm

**ABC TOTTENHAM COURT ROAD** (0171-351 3742) @ Tottenham  
Court Road Gods and Monsters 1.10pm, 3.30pm, 6.55pm, 9.25pm  
Payback 1.45pm, 4.10pm, 6.35pm, 9.10pm  
Plunkett and Maclean 1.25pm, 4pm, 6.45pm, 9.35pm

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**ODEON HAYMARKET** (0870-050007) @ Piccadilly  
Circus The Red Violin 2pm, 5.30pm, 8.25pm

**ODEON KENSINGTON** (0870-050007) @ High Street  
Kensington Bedrooms and Hallways 2.50pm, 5.15pm, 7.40pm, 10.05pm  
A Bug's Life 1.30pm, 4pm, 6.40pm, 9.10pm  
Mighty Joe 1.10pm, 3.40pm, 6.10pm, 8.40pm  
Payback 1.15pm, 3.40pm, 6.10pm, 8.40pm  
Plunkett and Maclean 1.15pm, 3.40pm, 6.10pm, 8.40pm  
Mighty Joe 1.10pm, 3.40pm, 6.10pm, 8.40pm  
Payback 1.15pm, 3.40pm, 6.10pm, 8.40pm  
Plunkett and Maclean 1.15pm, 3.40pm, 6.10pm, 8.40pm

**ODEON LEICESTER SQUARE** (0870-050007) @ Leicester  
Square Plunkett and Maclean 1.40pm, 4pm, 6.25pm, 8.50pm

**ODEON MARBLE ARCH** (0870-050007) @ Marble Arch  
A Bug's Life 1.20pm, 3.45pm, 6.15pm, 8.45pm  
La Vita e Bella 1.20pm, 3.45pm, 6.15pm, 8.45pm  
Mighty Joe 1.15pm, 3.40pm, 6.10pm, 8.40pm  
Payback 1.15pm, 3.40pm, 6.10pm, 8.40pm  
Plunkett and Maclean 1.15pm, 3.40pm, 6.10pm, 8.40pm

**ODEON MEZZANINE** (0870-050007) @ Leicester  
Square Bedrooms and Hallways 2.10pm, 4.15pm, 6.25pm, 8.35pm  
A Bug's Life 2pm, 4.10pm, 6.20pm, 8.30pm  
Elizabeth 1.35pm, 3.45pm, 6.05pm, 8.15pm  
The Thin Red Line 1.25pm, 4.15pm, 7.40pm  
This Year's Love 6.20pm, 8.30pm  
La Vita e Bella 12.45pm, 3.30pm, 6.40pm

**ODEON SWISS COTTAGE** (0870-050007) @ Swiss Cottage  
A Bug's Life 1.30pm, 3.55pm, 6.30pm, 8.55pm  
Mighty Joe 1.15pm, 3.40pm, 6.10pm, 8.40pm  
Payback 1.15pm, 3.40pm, 6.10pm, 8.40pm  
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A Bug







Business & City Editor, Jeremy Warner  
News desk: 0171-293 2636 Fax: 0171-293 2098

## BUSINESS

## RBS poised to renew offer of merger with Barclays

## BRIEFING

## Roaring start for ISAs at Halifax

HALIFAX, the mortgage bank, yesterday reported that more than a quarter of a million people had taken out Individual Savings Accounts since their launch just a week ago. More than 100,000 customers had opened new cash ISAs during the week. A further 150,000 rolled over their PEP accounts into ISAs designed for stocks and shares.

## Scapa to return £120m to investors



SCAPA, the Blackburn-based group, intends to return £120m, or about 50p a share, to shareholders after selling its paper-making products division to Voith of Germany for £329m yesterday.

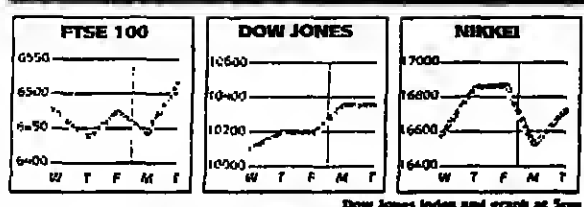
Last year the businesses sold made operating profits of £15m on sales of £263m, roughly half the entire company's business, but the market is increasingly competitive. Scapa, headed by chief executive David Dunn (pictured), will focus on its technical tapes and fastenings business, where margins have been lower but prospects are brighter. It made an operating profit of £10.1m on turnover of £92m in the six months to last September. The shares leapt 27p to 144p.

## Johnston raises Portsmouth stake

JOHNSTON PRESS, the regional newspaper publisher, yesterday snapped up another 2.36 per cent of Portsmouth & Sunderland, taking its shareholding in the publishing and convenience store group to 17.35 per cent. Johnston paid 1.750p each for the shares, compared to the price of 1.600p it paid in January when it took a 14.99 per cent stake.

The Monopolies and Mergers Commission is investigating whether to allow Johnston, and its rivals Newsquest and News Communications & Media, to mount a full takeover bid for P&S. However, P&S last night retorted that 1,750p undervalues the company and advised shareholders to take no action.

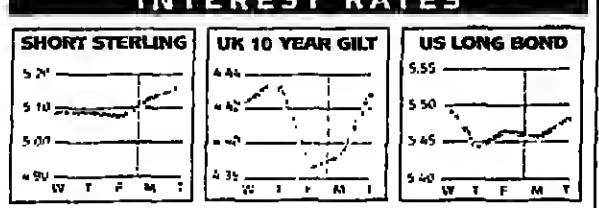
## STOCK MARKETS



## INDICES

Index	Close	Change	%	52 wk high	52 wk low	YTD %
FTSE 100	6513.10	71.50	1.12	6512.10	4599.20	2.40
FTSE 250	5242.40	31.50	0.60	5270.90	4247.60	3.13
FTSE 350	3083.60	31.80	1.04	3084.40	2216.40	2.51
FTSE All Share	2986.26	29.90	1.01	2982.22	2143.53	2.55
FTSE SmallCap	2428.60	10.70	0.44	2793.80	1834.40	3.49
FTSE Fledgling	1319.30	1.80	0.14	1517.10	1046.20	3.87
FTSE AIM	389.80	8.40	2.19	1146.90	761.30	1.14
FTSE Europe 100	3025.30	39.04	1.30	3029.22	2018.15	1.91
FTSE Europe 300	1308.15	16.52	1.28	1332.07	880.63	1.84
Dow Jones	10146.44	13.59	0.13	10340.62	7400.30	1.53
Nikkei	16715.16	207.76	1.26	17166.05	12787.90	0.76
Hang Seng	11899.69	154.45	1.32	11919.83	6544.75	2.98
Dax	5193.78	40.02	0.78	6217.81	3933.71	1.57
S&P 500	1348.43	10.79	0.79	1358.69	923.32	1.19
Nasdaq	2582.94	19.50	0.77	2606.24	1357.09	0.28
Toronto 300	6933.50	11.32	0.16	7837.70	5320.90	1.51
Brazil Bovespa	11214.04	-196.61	-1.72	12339.14	4575.69	3.14
Belgium BEL20	3327.75	4.16	0.13	3713.71	2696.26	1.28
Australian ASX	540.99	4.92	0.90	600.65	348.58	1.85
France CAC 40	4362.41	12.41	0.29	4415.00	2981.21	1.66
Italian MIB30	36795.00	285.00	0.79	39170.00	24175.00	1.04
Madrid Ibes 35	10120.80	81.60	0.81	10289.80	6649.90	1.66
Irish Oireacht	5237.91	86.22	1.61	5981.70	3732.57	1.52
S Korea Comp	689.80	0.16	0.02	700.44	277.37	1.00
Australia ASX	3074.30	38.10	1.25	3073.50	2306.70	3.02

## INTEREST RATES



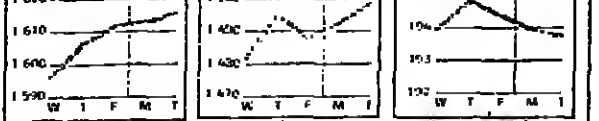
## MONEY MARKET RATES

Index	3 month	6 month	1 year	10 year	30 year	Yr Chg
UK	5.32	-0.23	5.32	-0.22	-0.43	-1.24
US	5.00	-0.66	5.21	-0.57	5.10	-0.55
Japan	0.16	-0.52	0.23	-0.47	1.60	-0.26
Germany	2.65	-0.98	2.72	-1.20	3.83	-1.02

## BOND YIELDS

Index	3 month	6 month	1 year	10 year	30 year	Yr Chg
UK	5.32	-0.23	5.32	-0.22	-0.43	-1.24
US	5.00	-0.66	5.21	-0.57	5.10	-0.55
Japan	0.16	-0.52	0.23	-0.47	1.60	-0.26
Germany	2.65	-0.98	2.72	-1.20	3.83	-1.02

## CURRENCIES



## POUND

Index	3 month	6 month	1 year	10 year	30 year	Yr Chg
Dollar	1.6145	-0.08	1.6669	0.6194	-0.03	0.5999
Euro	1.4976	-0.08	1.4079	0.9278	-0.15	0.8571
Yen	192.65	-0.15	216.08	119.91	-0.19	129.83
E index	102.70	+0.00	107.30	5 index	108.20	+0.00

## DOLLAR

Index	3 month	6 month	1 year	10 year	30 year	Yr Chg
Dollar	1.6145	-0.08	1.6669	0.6194	-0.03	0.5999
Euro	1.4976	-0.08	1.4079	0.9278	-0.15	0.8571
Yen	192.65	-0.15	216.08	119.91	-0.19	129.83
E index	102.70	+0.00	107.30	5 index	108.20	+0.00

## OTHER INDICATORS

Index	3 month	6 month	1 year	10 year	30 year	Yr Chg
Brent Oil (\$)	14.99	0.93	13.05	QDP	115.40	3.00
Gold (\$)	283.55	0.80	311.15	RPI	163.70	2.10
Silver (\$)	4.89	-0.09	6.41	Base Rates	5.25	7.25

## TOURIST RATES

Index	3 month	6 month	1 year	10 year	30 year	Yr Chg
Australia (\$)	2.4544			Mexican (nuevo peso)	13.94	
Austria (schillings)	19.92			Netherlands (guilders)	3.1928	
Belgium (francs)	58.57			New Zealand (\$)	2.8624	
Canada (\$)	2.3465			Norway (kroner)	12.20	
Cyprus (pounds)	0.8368			Portugal (escudos)	289.27	
Denmark (kroner)	10.85			Saudi Arabia (rials)	5.8818	
Finland (markka)	8.6453			Singapore (\$)	2.6318	
France (francs)	5.9069			South Africa (rand)	9.5706	
Germany (marks)	2.8444			Spain (pesetas)	240.62	
Greece (drachma)	470.73			Sweden (kronor)	13.08	
Hong Kong (\$)	12.13			Switzerland (francs)	2.3370	
India (rupees)	1.1402			Thailand (bahts)	55.16	
Indonesia (rupiah)	62.00			Turkey (liras)	588060	
Israel (shekels)	6.0100			USA (\$)	1.5774	
Italy (lira)	2821					
Japan (yen)	190.59					
Malaysia (ringgits)	5.8254					
Malta (lira)	0.6134					

Rates for indication purposes only  
Source: Thomas Cook

ROYAL BANK OF Scotland was

last night standing by to renew its offer of an agreed merger deal with Barclays Bank, the high street financial giant which has been left rudderless by the shock decision yesterday of its new chief executive Mike O'Neill to retire on health grounds on his first day in the job.

The Scottish bank had agreed to meet senior Barclays executives to discuss a possible merger back in February, only for the meeting to be cancelled at the last minute after Mr O'Neill had agreed to join the group.

The RBS chief executive, Sir George Mathewson, is now understood to be planning fresh

BY ANDREW GARFIELD  
Financial Editor

overtures in the light of yesterday's developments.

The prospect of a bank mega-merger helped drive the FTSE 100 up more than 70 points to a record high of 6,513.1.

RBS and Barclays - which have both risen by 40 per cent so far this year - rose sharply again yesterday, putting on 62p to £14.25 and 46p to £18.99 respectively as merger speculation took hold.

RBS is believed to have identified potential cost savings of £200m from a merger with Barclays, in addition to the benefits it would bring to the bank

by providing an instant solution to its leadership crisis. The bank has a tried and respected senior management team headed by Sir George and Fred Goodwin, the deputy chief executive who joined RBS last year from National Australia Bank.

One investment banker said yesterday: "Mathewson and Fred Goodwin, his deputy, are an impressive team."

Because of the disparity in size, the deal would have to be structured as a reverse takeover by RBS of Barclays, with Edinburgh being given at least a symbolic role as group headquarters in order to pacify Scottish public opinion in the run up to the first Scottish

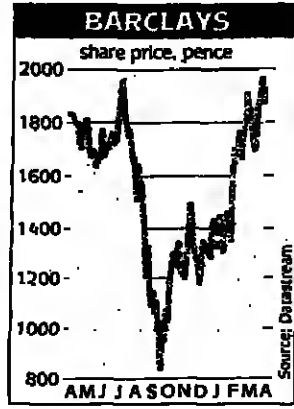
assembly elections. RBS has a market capitalisation of £12bn against £20bn for Barclays.

Sir Peter Middleton, Barclays' acting chief executive, insisted yesterday that the bank would not be panicked into a merger, but neither would it reject reasonable propositions out of hand.

"We've demonstrated that we can push the business forward with the divisional heads," he said.

The bank was confident that having done much of the spadework already, the headhunters Spencer Stuart would be able to come up with alternative candidates within a reasonable timeframe.

However, investment bank-



ers warned that given the current merger frenzy in Europe and the growing likelihood of Britain joining the euro zone be-

fore long, institutional investors bitten by the merger bug may not have the patience to sit tight and wait for the search for a new chief executive to bear fruit.

One financier said last night: "They have seen what has happened to bank share prices abroad where mergers have taken place. We have been waiting over a year for a merger in the UK banking sector and nothing has happened. Earnings are steady but not spectacular, business is flat; the market is looking for something else to take the FTSE on. This might be the gap everyone has been looking for."

Outlook, page 17



Terry Leamy, Tesco chief executive, at his store in Brent Cross, London, yesterday

Keith Dobney

## Tesco expands home shopping

TESCO is planning to roll out its

home shopping service in stores across the country over the next few months, as the supermarket group attempts to cash in on the success of its free Internet service.

Tesco will offer the service, which allows customers to order their shopping online and have it delivered to their homes for a £5 fee, from 100 of its stores, enabling it to reach most of the country.

The move comes after a two-year trial of the service involving 11 stores, during which Tesco experimented with allowing customers to order by phone and fax. However, it has concluded that costs will be kept

BY PETER THAL LARSEN

down if customers only order via the Internet.

"Clearly customers want the service," said Andrew Higginson, Tesco's finance director. "But you have to be red-hot on accuracy and quality if it's going to work."

Tesco expects the service to expand its customer base by tempting shoppers who cannot travel or who live too far away from a supermarket.

The offer is also likely to appeal to users of Tesco's free Internet service, which was launched earlier this year. More than 200,000 people use Tesco as their Internet provider, with

a further 10,000 joining each month.

Tesco said the home shopping service would create an extra 1,500 jobs in the UK as part of a total of 10,000 that Tesco expects to create this year by extending existing stores and opening new ones. The company is also adding another 10,000 jobs to its operations in central Europe, Thailand and South Korea.

The move came as Tesco shook off the gloom in the supermarket sector to report a 7.8 per cent rise in pre-tax profits to £881m for the year to the end of February.

The rise was achieved despite last year's price-cutting

campaign, which would have reduced profits by £90m. This was followed in February by another round of price cuts that will cost Tesco £50m on an annualised basis.

Tesco said like-for-like sales growth of 4 per cent was due to a 2.5 per cent increase in sales volumes and a 1.5 per cent rise in prices, the result of higher taxes on tobacco and petrol.

Terry Leamy, Tesco's chief executive, said 1998 was a "challenging" year for the industry despite the recent conclusion by John Bridgeman, the director general of the OFT, to refer the supermarket industry to the Competition Commission.

## One2One slashes its call rates

BY PETER THAL LARSEN

users will also have to pay a tariff of at least 50p a day.

Mr Samples justified the change by arguing that it was important to encourage customers to use their phones.

"This is not just about seeing who can connect the most customers," he said. Industry analysts yesterday played down suggestions that the mobile phone market was about to be plunged into a price war. "One2One had been losing market share and this allows them to take the initiative," said Justinian Clifford-Bowles, a telecoms analyst at Commerzbank. "But it certainly isn't a revolution."

Tim Samples, One2One managing director, said the simplicity of the new tariffs would appeal to customers, who often complained that mobile phone prices are too confusing.

He added that the tariffs would also encourage people to give up their fixed-line phones. "We connect 110 million calls a week and have ample opportunity for more," he said.

The average household uses their BT line for 700 minutes a month. I want some of that."

One2One is the smallest of the UK's four mobile phone operators with a 15 per cent share of the market. In recent months the network has lost ground as Cellnet and Vodafone signed up millions of new customers with their popular "pay-as-you-go" services.

Mr Samples said the new rates would also be made available to users of One2One's own pay-as-you-go service, Up2You, who currently pay 40p a minute for calls. However, in order to take advantage of the rates,

users will also have to pay a tariff of at least 50p a day.

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users will also have to pay a tariff of at least 50p a day.

## Laporte's £1.5bn deal founders on Hoechst veto

LAPORTE, the UK fine chemicals group, was yesterday forced to scrap plans for a £1.5bn takeover by the chemical giant Clariant after strong opposition from Hoechst, the Swiss group's largest shareholder.

The British group baffled the City when it said that talks with a potential bidder had ended, less than 24 hours after admitting it was discussing an offer. The collapse sent Laporte

BY FRANCESCO GUERRERA

shares crashing 12.5 per cent to 667.5p.

Sources close to the deal said the embarrassing U-turn was prompted by Hoechst's last-minute opposition. The German chemicals and pharmaceutical group, which holds 45 per cent of Clariant, is believed to have vetoed the deal at a meeting with the two companies on Monday

night. The German company was concerned that a Clariant-Laporte deal might jeopardise its own merger with Rhone-Poulenc of France. Hoechst needs to sell its chemical businesses, including its stake in Clariant, before merging with Rhone-Poulenc, and was worried that corporate action by Clariant might delay the process.

Industry sources said Hoechst could also have hesitated at the prospect of financing part of the Laporte deal as Clariant was likely to add to its £1.9bn (£1.2bn) debt to fund the takeover.

"It was a done deal, they went for agreement from Hoechst and they were refused," one insider said. Another source said the deal cleared all relevant hurdles before foundering on Hoechst's concerns. "This is not about price, nor manage-

ment, personalities, strategy, due diligence or competition issues," he said.

Analysts said the collapse of the takeover was a huge embarrassment both for Clariant and Laporte's chief executive, Jim Leng. They said the demise of the deal would prompt other chemicals groups to bid for the UK company. "Laporte is in play now. The fact that they were willing to agree a takeover

means they are now up for sale," said one analyst.

Industry experts said the US group PPG and some European players, including Viag and Degussa-Huels of Germany, could enter the fray.

This is the second setback in four months for Clariant's expansion plans. Last year the group dropped plans for a \$3.1bn merger with Swiss rival Ciba Specialty Chemicals.

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## AROUND THE WORLD'S MARKETS

## LONDON

FOOTSE POUNDED to yet another peak. The index ended just below its day's best, up 71.9 points to 6,513.1 - its first close above 6,500. Supporting indices were also strong. Turnover again topped 1.1 billion shares. Tesco, on results, led the Footsie leader board with a 9.75p gain to 169.25p, with Amvescap, the US fund manager, not - in percentage terms - far behind with a 38p gain to 670.5p. Barclays, on the brief reign of chief executive Michael O'Neill, rose 46p to 19.19p. Derek Pain, page 19

## NEW YORK

US STOCKS were trading water at midday, parting gains amid jitters over Intel earnings - due out after the market closed - and the Kosovo crisis. The Dow Jones Industrial Average was off 2 points, or 0.03 per cent, at 10,342, having been as much as 79 points higher earlier in the day. Technology stocks bore the brunt of the jitters over the announcement from the computer chip manufacturer Intel, and the Nasdaq was down 18 points at 2,551.

## TOKYO

TOKYO STOCKS finished the day modestly higher, with Monday's rise on Wall Street tempering fears of a sharp correction in stock prices. But investors remained wary ahead of an earnings announcement from the US computer chip giant Intel, made after the New York stock market closed last night. The Nikkei index closed up 207.76 points - or 1.26 per cent - at 16,715.18, while Nikkei futures closed up 180 at 16,740.

## HONG KONG

WALL STREET'S record Monday close pushed Hong Kong stocks to their highest levels in almost 18 months. The Hang Seng index closed 154.95 points higher at 11,899.88, having earlier hit an intra-day high of 11,956.43. Howard Gorges, a director at South China Brokerage, said: "The blue-chips are doing well and there is interest in second-line counters and companies announcing corporate news." Dealers said further gains were likely to be capped at 12,000.

## PARIS

THE PARIS bourse set its second consecutive closing record for 1999, despite fears that the conflict in the Balkans will escalate. The Cac-40 hit an intra-day high of 4,410.27, but tumbled by almost 100 points following reports that Serb troops had crossed into Albania. The index eventually closed up 0.28 per cent at 4,367.41. One dealer said: "We saw a knee-jerk reaction to the news of the Serbs in Albania, and from now on the action there will bring increasing pressure on sentiment."

JALISCO 1350



